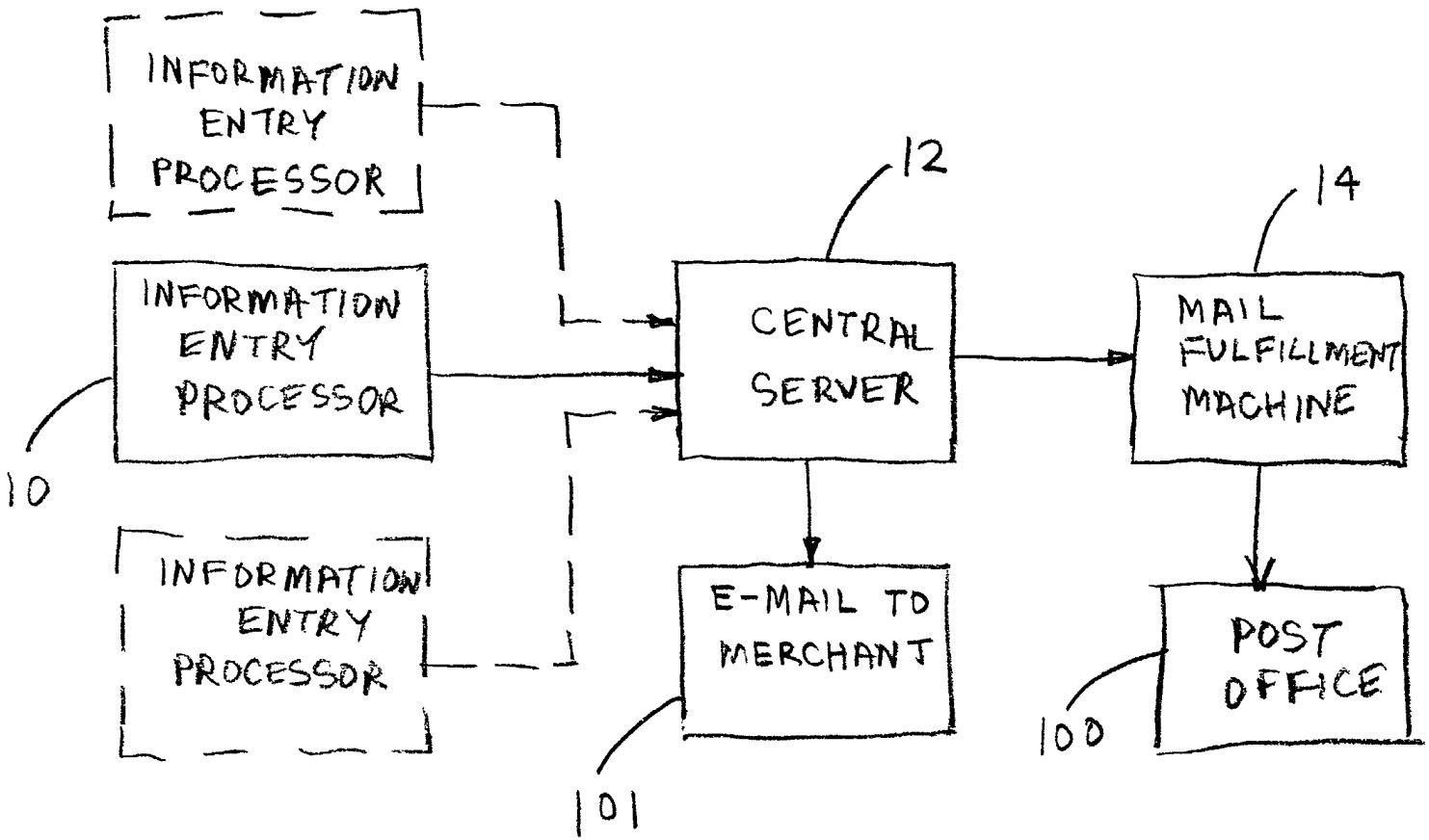

INFORMATION ENTRY PROCESSOR
INFORMATION ENTRY PROCESSOR
INFORMATION ENTRY PROCESSOR
10
12
CENTRAL SERVER
14
MAIL FULFILLMENT MACHINE
E-MAIL TO MERCHANT
101
POST OFFICE
100

FIG. 1

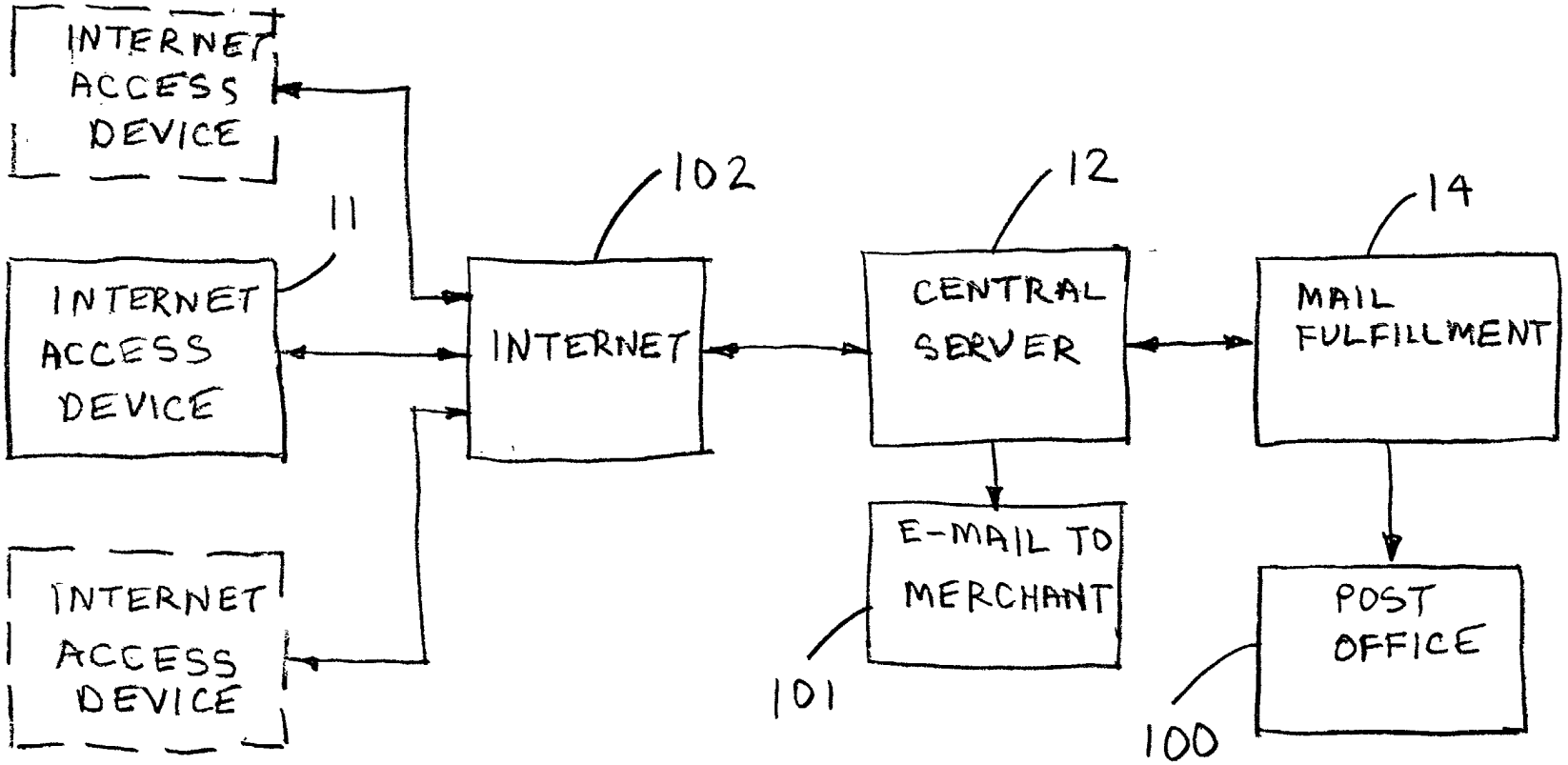
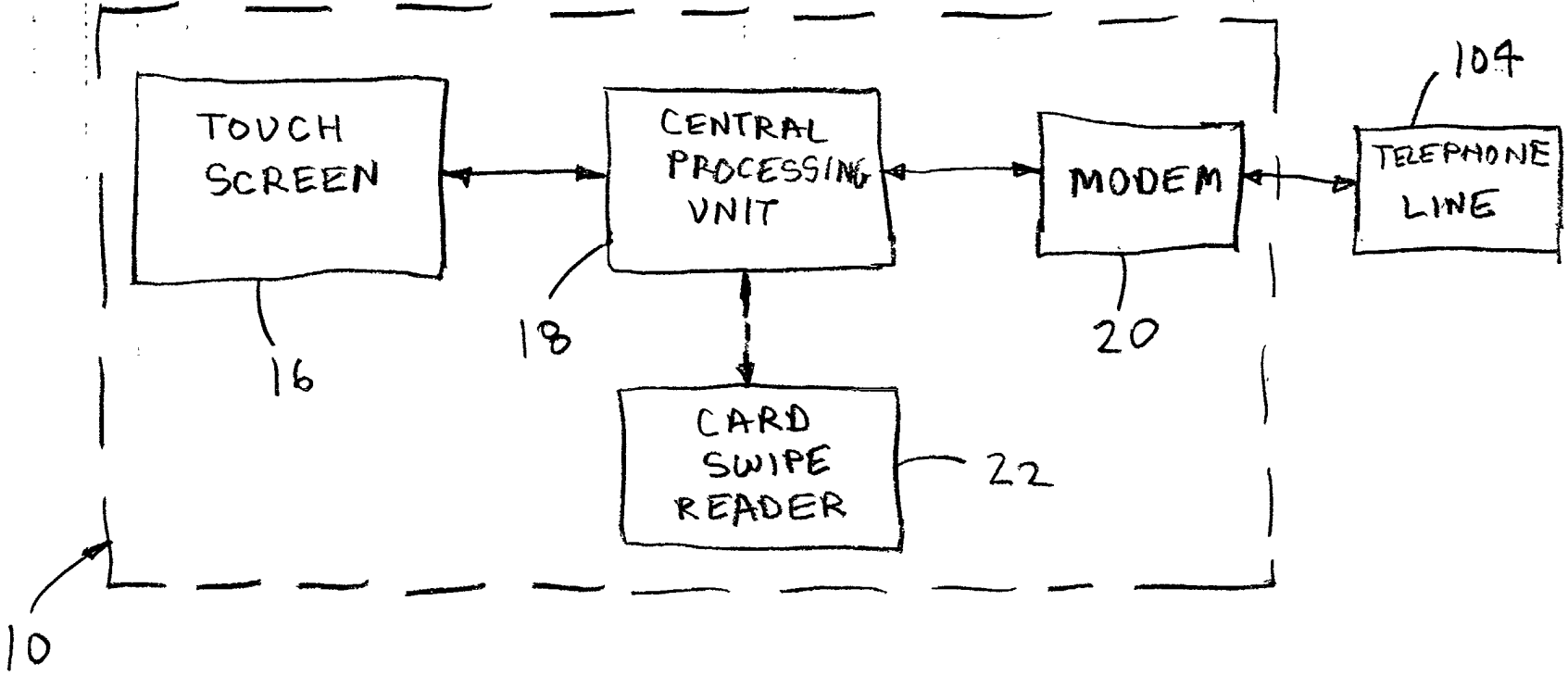

INTERNET ACCESS DEVICE
11
INTERNET ACCESS DEVICE
INTERNET ACCESS DEVICE
102
INTERNET
12
CENTRAL SERVER
E-MAIL TO MERCHANT
101
14
MAIL FULFILLMENT
POST OFFICE
100

FIG. 1a

FOTOF 2625660



FIG, 2

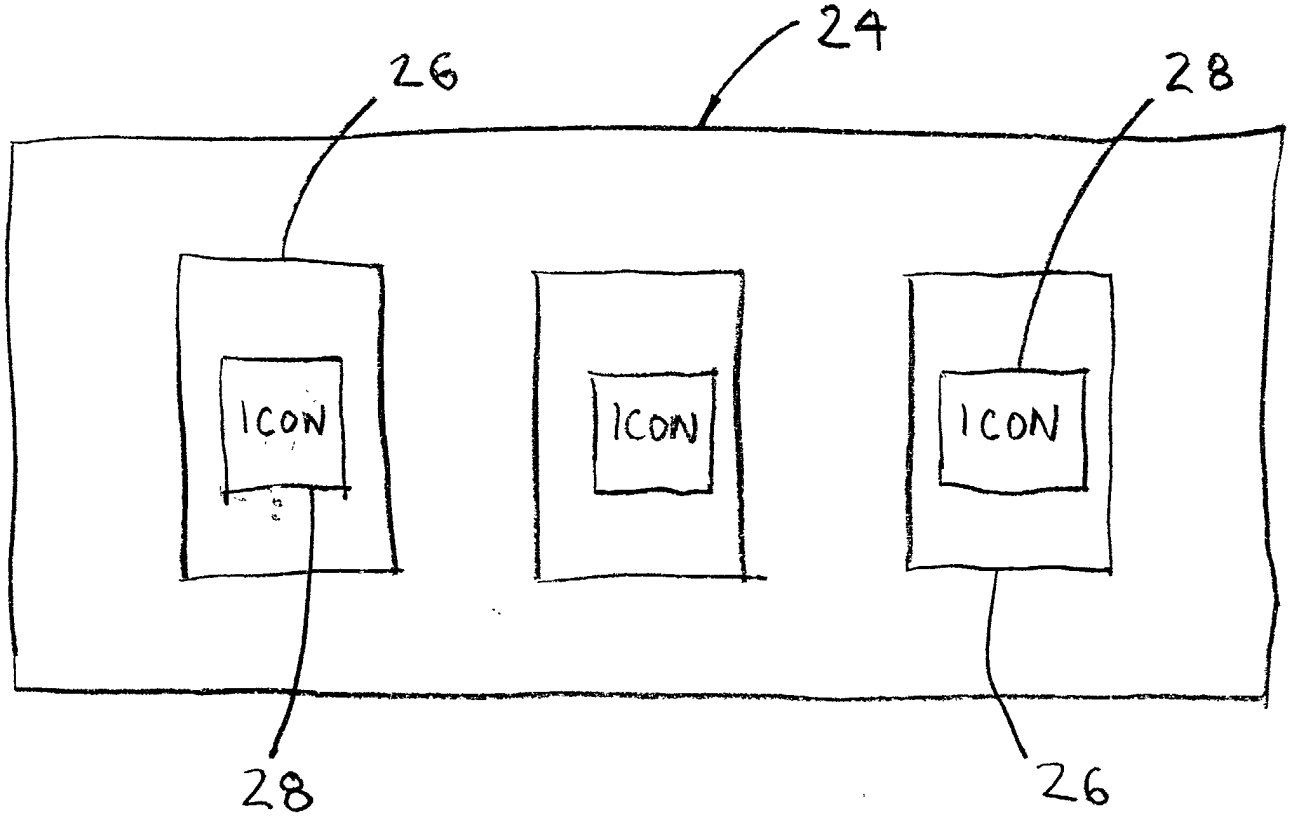


FIG. 3

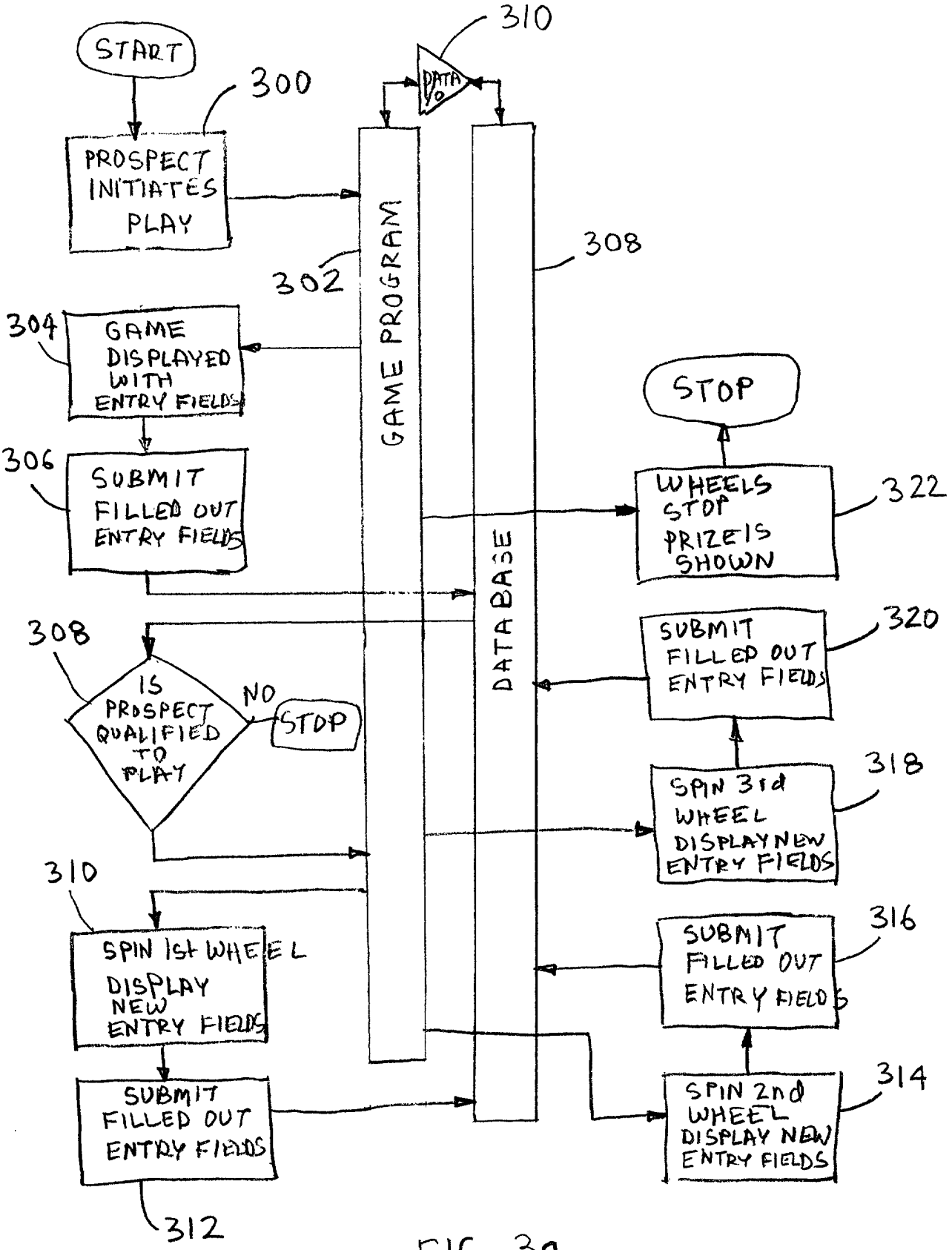

START
300
PROSPECT INITIATES PLAY
310
DATA I/O
GAME PROGRAM
302
308
DATA BASE
304
GAME DISPLAYED WITH ENTRY FIELDS
306
SUBMIT FILLED OUT ENTRY FIELDS
STOP
WHEELS STOP PRIZE IS SHOWN
322
SUBMIT FILLED OUT ENTRY FIELDS
320
308
IS PROSPECT QUALIFIED TO PLAY
NO
STOP
SPIN 3rd WHEEL DISPLAY NEW ENTRY FIELDS
318
310
SPIN 1st WHEEL DISPLAY NEW ENTRY FIELDS
SUBMIT FILLED OUT ENTRY FIELDS
316
SUBMIT FILLED OUT ENTRY FIELDS
SPIN 2nd WHEEL DISPLAY NEW ENTRY FIELDS
314
312

FIG. 3a

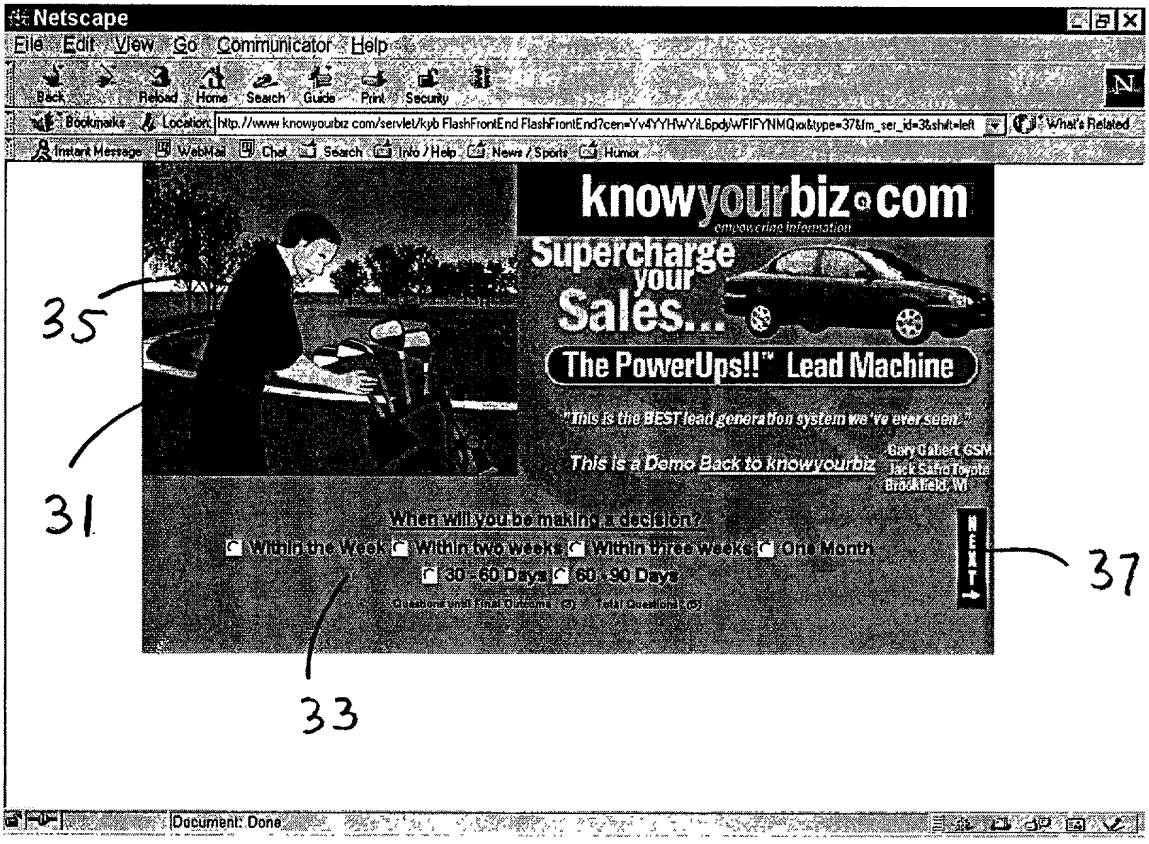

Netscape
File Edit View Go Communicator Help
Back Reload Home Search Guide Print Security
Bookmarks Location http://www.knowyourbiz.com/servlet/kyb.FlashFrontEnd.FlashFrontEnd?cen=Yv4YYHWYiL6pdyWFIFYNMQxx&type=37&fm_ser_id=3&shit=left
What's Related
Instant Message WebMail Chat Search Info / Help News / Sports Humor
knowyourbiz.com
empowering information
Supercharge your Sales...
The PowerUps!!™ Lead Machine
"This is the BEST lead generation system we've ever seen."
Gary Gilbert, GSM
Jack Sahs Toyota
Brookfield, WI
This is a Demo Back to knowyourbiz
When will you be making a decision?
Within the Week
Within two weeks
Within three weeks
One Month
30 - 60 Days
60 - 90 Days
NEXT
Document: Done
35
31
33
37

FIG. 3b

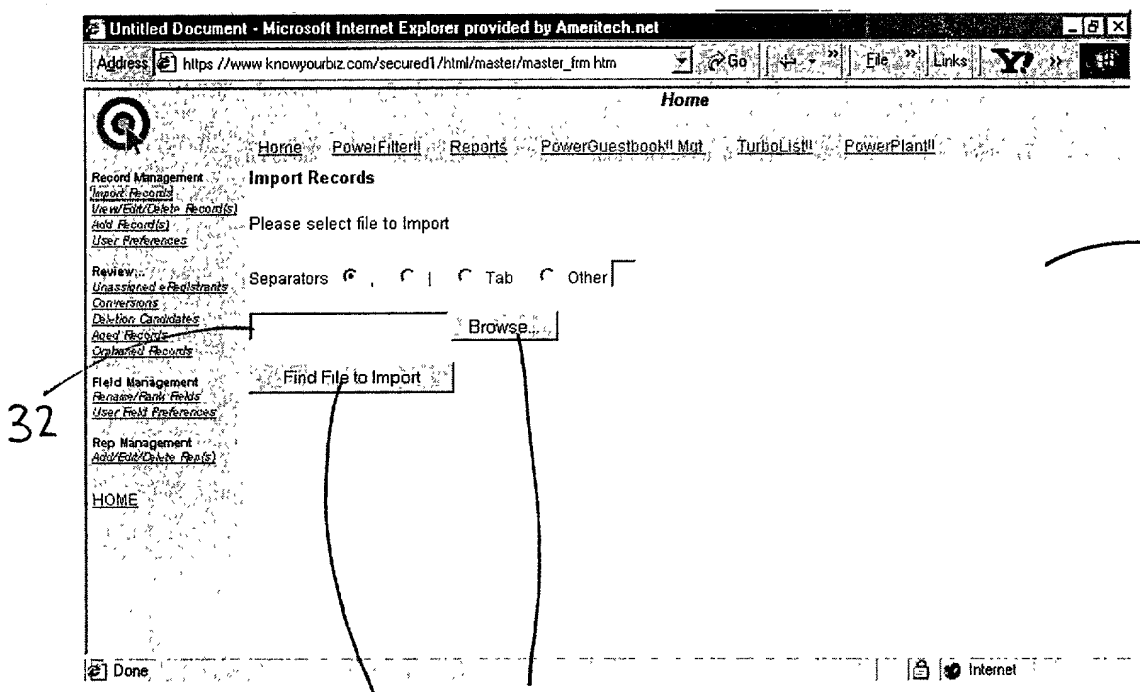
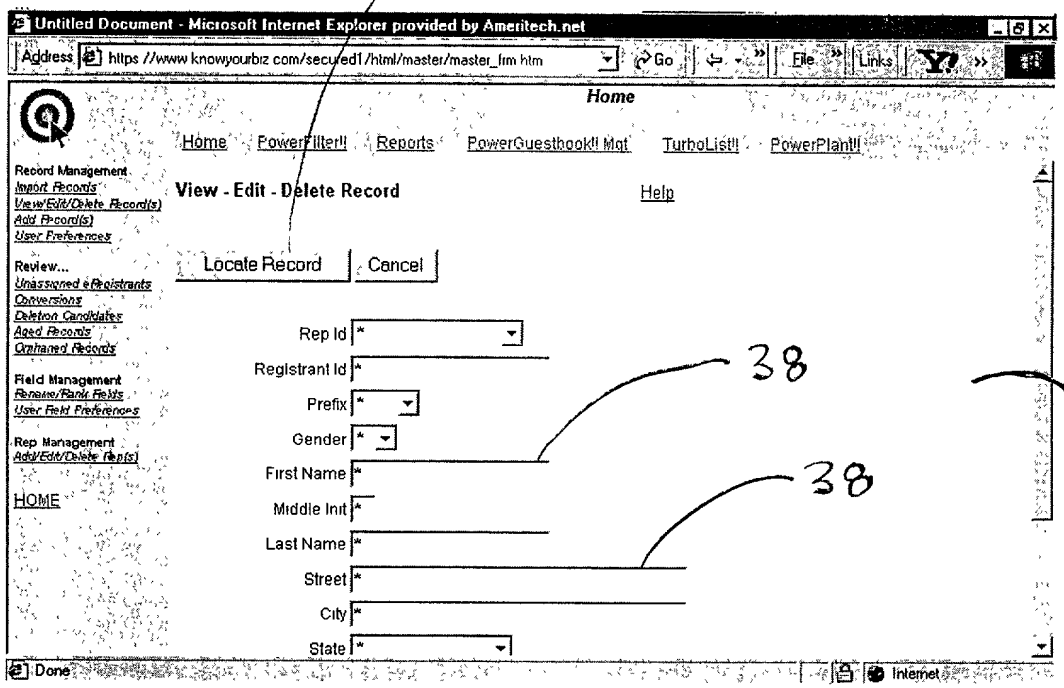

Untitled Document - Microsoft Internet Explorer provided by Ameritech.net
Address
https //www knowyourbiz.com/secured1/html/master/master_frm htm
Go
File
Links
Home
Home
PowerFilter!!
Reports
PowerGuestbook!! Mgt
TurboList!!
PowerPlant!!
Record Management
Import Records
View/Edit/Delete Record(s)
Add Record(s)
User Preferences
Review...
Unassigned eRegistrants
Conversions
Deletion Candidates
Aged Records
Orphaned Records
Field Management
Rename/Rank Fields
User Field Preferences
Rep Management
Add/Edit/Delete Rep(s)
HOME
Import Records
Please select file to Import
Separators
Tab
Other
Browse...
Find File to Import
Done
Internet
30
32
34
33

FIG. 4

FIG. 5


40
Untitled Document - Microsoft Internet Explorer provided by Ameritech.net
Address https //www knowyourbiz com/secured1/html/master/master_frm htm
Go
File
Links
Home
Home PowerFilter!! Reports PowerGuestbook!! Mgt TurboList!! PowerPlant!!
Record Management
Import Records
View/Edit/Delete Record(s)
Add Record(s)
User Preferences
Review...
Unassigned eRegistrants
Conversions
Deletion Candidates
Aged Records
Orphaned Records
Field Management
Rename/Rank Fields
User Field Preferences
Rep Management
Add/Edit/Delete Rep(s)
HOME
View - Edit - Delete Record
Help
Locate Record
Cancel
Rep Id
Registrant Id
Prefix
Gender
First Name
Middle Init
Last Name
Street
City
State
38
38
36
Done
Internet

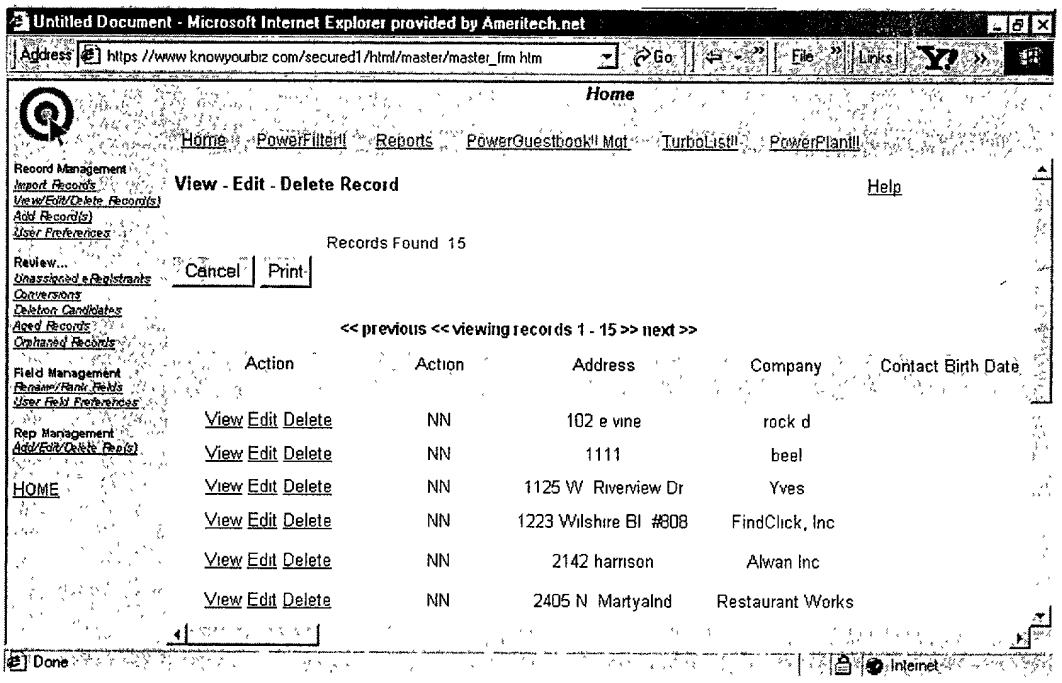
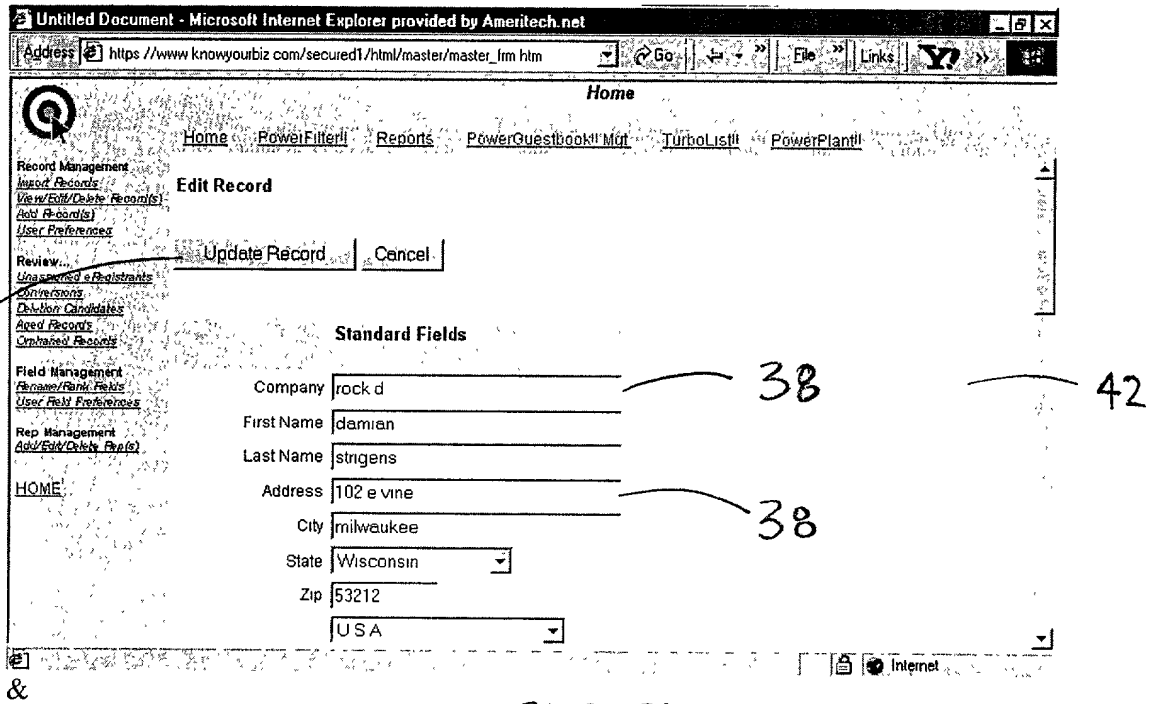
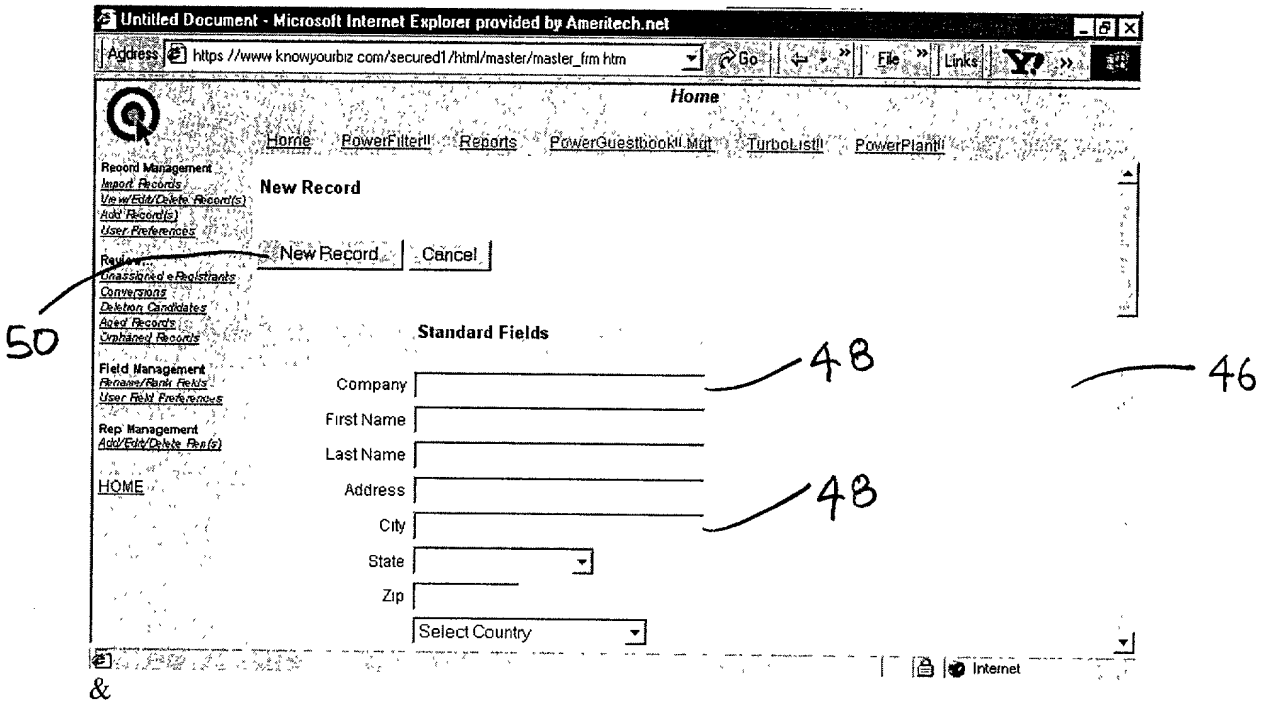

Untitled Document - Microsoft Internet Explorer provided by Ameritech.net
Address https //www knowyourbiz com/secured1/html/master/master_frm htm
Go
File
Links
Home
Home PowerFilter!! Reports PowerGuestbook!! Mgt TurboList!! PowerPlant!!
Record Management
Import Records
View/Edit/Delete Record(s)
Add Record(s)
User Preferences
Review...
Unassigned eRegistrants
Conversions
Deletion Candidates
Aged Records
Orphaned Records
Field Management
Rename/Rank Fields
User Field Preferences
Rep Management
Add/Edit/Delete Rep(s)
HOME
View - Edit - Delete Record
Help
Records Found 15
Cancel
Print
<< previous << viewing records 1 - 15 >> next >>
Action
Action
Address
Company
Contact Birth Date
View Edit Delete NN 102 e vine rock d
View Edit Delete NN 1111 beel
View Edit Delete NN 1125 W Riverview Dr Yves
View Edit Delete NN 1223 Wilshire Bl #808 FindClick, Inc
View Edit Delete NN 2142 harrison Alwan Inc
View Edit Delete NN 2405 N Martyalnd Restaurant Works
Done
Internet

FIG. 5a


Untitled Document - Microsoft Internet Explorer provided by Ameritech.net
Address https //www knowyourbiz com/secured1/html/master/master_frm htm
Go
File
Links
Home
Home PowerFilter!! Reports PowerGuestbook!! Mgt TurboList!! PowerPlant!!
Record Management
Import Records
View/Edit/Delete Record(s)
Add Record(s)
User Preferences
Review...
Unapproved eRegistrants
Conversions
Deletion Candidates
Aged Record's
Orphaned Records
Field Management
Rename/Rank Fields
User Field Preferences
Rep Management
Add/Edit/Delete Rep(s)
HOME
Edit Record
Update Record
Cancel
Standard Fields
Company rock d
First Name damian
Last Name strigens
Address 102 e vine
City milwaukee
State Wisconsin
Zip 53212
USA
Internet
44
38
38
42

&

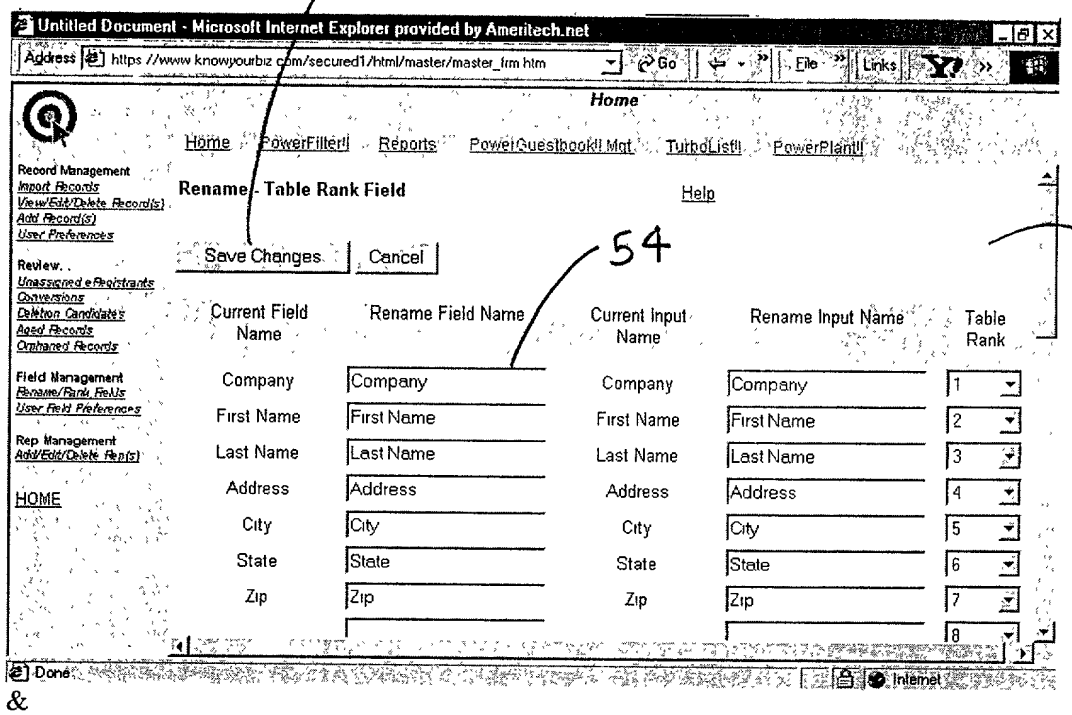
FIG, 5b


Untitled Document - Microsoft Internet Explorer provided by Ameritech.net
Address https //www knowyourbiz com/secured1/html/master/master_frm htm
Go
File
Links
Home
Home
PowerFilter!!
Reports
PowerGuestbook!! Mail
TurboList!!
PowerPlant!!
Record Management
Import Records
View/Edit/Delete Record(s)
Add Record(s)
User Preferences
Review
Unassigned eRegistrants
Conversions
Deletion Candidates
Aged Records
Orphaned Records
Field Management
Rename/Rank Fields
User Field Preferences
Rep Management
Add/Edit/Delete Rep(s)
HOME
New Record
New Record
Cancel
Standard Fields
Company
First Name
Last Name
Address
City
State
Zip
Select Country
Internet
50
48
48
46

&

FIG. 6

FIG. 7


56
Untitled Document - Microsoft Internet Explorer provided by Ameritech.net
Address https://www.knowyourbiz.com/secured1/html/master/master_frm.htm
Go
File
Links
Home
Home PowerFilter!! Reports PowerGuestbook!! Mgt TurboList!! PowerPlant!!
Record Management
Import Records
View/Edit/Delete Record(s)
Add Record(s)
User Preferences
Review...
Unassigned eRegistrants
Conversions
Deletion Candidates
Aged Records
Orphaned Records
Field Management
Rename/Rank Fields
User Field Preferences
Rep Management
Add/Edit/Delete Rep(s)
HOME
Rename - Table Rank Field
Help
Save Changes
Cancel
54
52
Current Field Name
Rename Field Name
Current Input Name
Rename Input Name
Table Rank
Company
First Name
Last Name
Address
City
State
Zip
1
2
3
4
5
6
7
8
Done
Internet

&

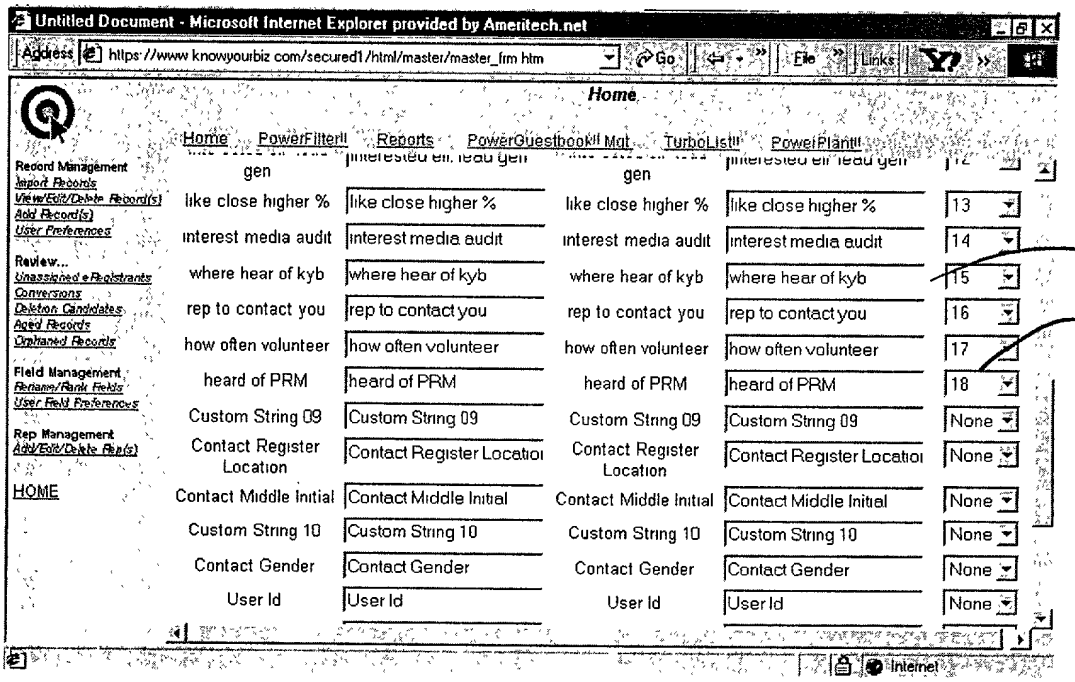
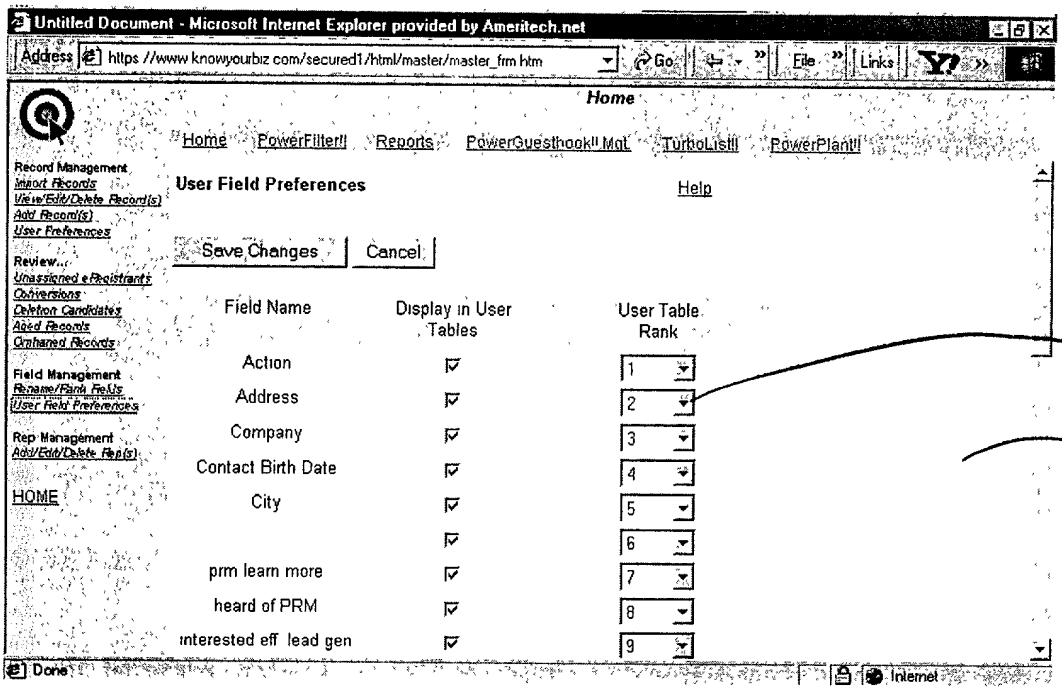

Untitled Document - Microsoft Internet Explorer provided by Ameritech.net
Address https://www.knowyourbiz.com/secured1/html/master/master_frm.htm
Go
File
Links
Home
Home PowerFilter!! Reports PowerGuestbook!! Mgt TurboList!! PowerPlant!!
Record Management
Import Records
View/Edit/Delete Record(s)
Add Record(s)
User Preferences
Review...
Unassigned eRegistrants
Conversions
Deletion Candidates
Aged Records
Orphaned Records
Field Management
Rename/Rank Fields
User Field Preferences
Rep Management
Add/Edit/Delete Rep(s)
HOME
like close higher %
interest media audit
where hear of kyb
rep to contact you
how often volunteer
heard of PRM
Custom String 09
Contact Register Location
Contact Middle Initial
Custom String 10
Contact Gender
User Id
13
14
15
16
17
18
None
52
58
Internet

FIG. 7a

FIG. 7b


Untitled Document - Microsoft Internet Explorer provided by Ameritech.net
Address https //www knowyourbiz com/secured1/html/master/master_frm htm
Go
File
Links
Home
Home PowerFilter!! Reports PowerGuesthook!! Mgt TurboList!! PowerPlant!!
Record Management
Import Records
View/Edit/Delete Record(s)
Add Record(s)
User Preferences
Review...
Unassigned eRegistrants
Conversions
Deletion Candidates
Aged Records
Orphaned Records
Field Management
Rename/Rank Fields
User Field Preferences
Rep Management
Add/Edit/Delete Rep(s)
HOME
User Field Preferences
Help
Save Changes
Cancel
Field Name
Display in User Tables
User Table Rank
Action
Address
Company
Contact Birth Date
City
prm learn more
heard of PRM
interested eff lead gen
1
2
3
4
5
6
7
8
9
61
59
Done
Internet

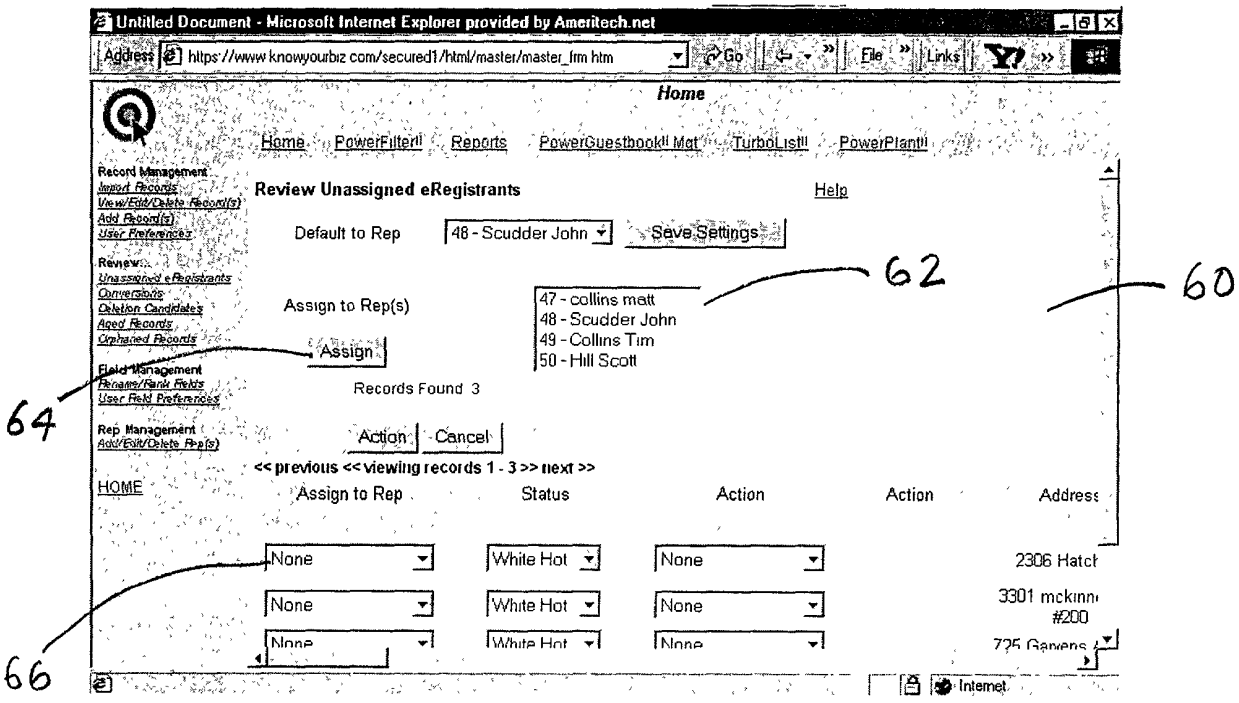
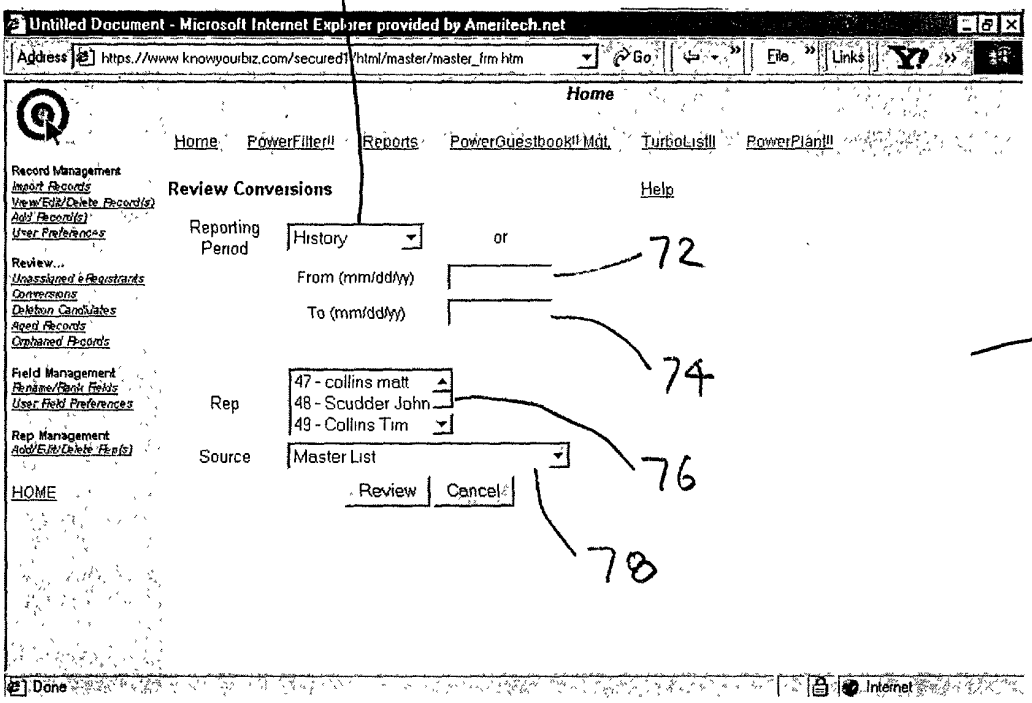

Untitled Document - Microsoft Internet Explorer provided by Ameritech.net
Address https://www.knowyourbiz.com/secured1/html/master/master_frm.htm
Go
File
Links
Home
Home PowerFilter!! Reports PowerGuestbook!! Mgt TurboList!! PowerPlant!!
Record Management
Import Records
View/Edit/Delete Record(s)
Add Record(s)
User Preferences
Review...
Unassigned eRegistrants
Conversions
Deletion Candidates
Aged Records
Orphaned Records
Field Management
Rename/Rank Fields
User Field Preferences
Rep Management
Add/Edit/Delete Rep(s)
Review Unassigned eRegistrants
Help
Default to Rep
48 - Scudder John
Save Settings
Assign to Rep(s)
47 - collins matt
48 - Scudder John
49 - Collins Tim
50 - Hill Scott
Assign
Records Found 3
Action
Cancel
<< previous << viewing records 1 - 3 >> next >>
HOME
Assign to Rep
Status
Action
Action
Address
None
White Hot
None
2306 Hatch
None
White Hot
None
3301 mckinn
#200
None
White Hot
None
725 Garvens
Internet
62
60
64
66

FIG. 8


70
Untitled Document - Microsoft Internet Explorer provided by Ameritech.net
Address https://www.knowyourbiz.com/secured1/html/master/master_frm.htm
Home
Home PowerFilter!! Reports PowerGuestbook!! Mail TurboList!! PowerPlant!!
Record Management
Import Records
View/Edit/Delete Record(s)
Add Record(s)
User Preferences
Review...
Unassigned eRegistrants
Conversions
Deletion Candidates
Aged Records
Orphaned Records
Field Management
Rename/Rank Fields
User Field Preferences
Rep Management
Add/Edit/Delete Rep(s)
HOME
Review Conversions
Help
Reporting Period
History
or
From (mm/dd/yy)
To (mm/dd/yy)
72
74
68
Rep
47 - collins matt
48 - Scudder John
49 - Collins Tim
76
Source
Master List
Review
Cancel
78
Done
Internet

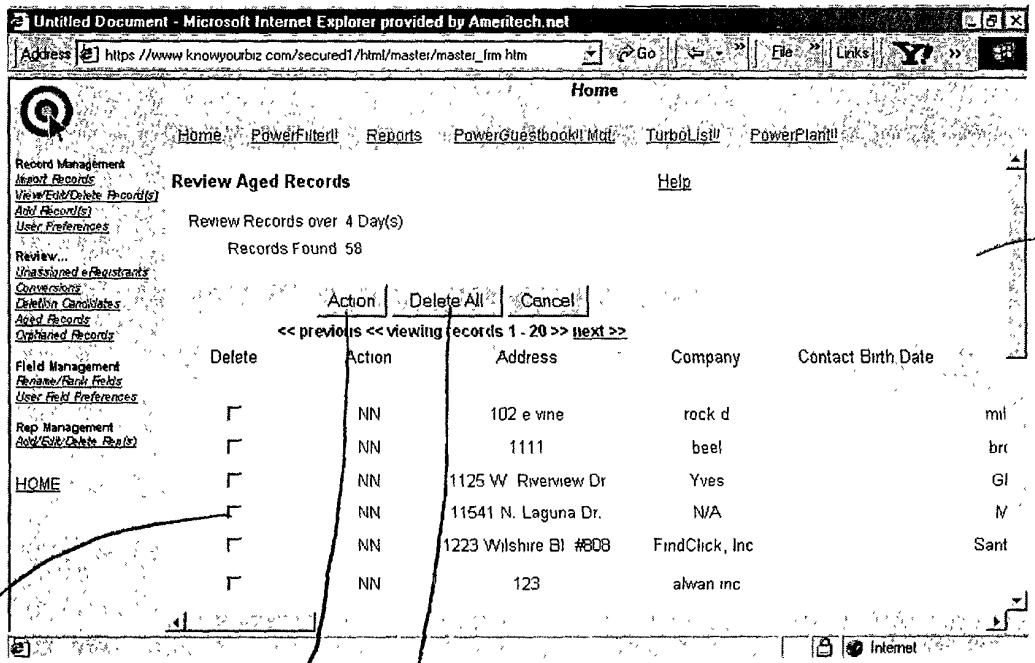

Untitled Document - Microsoft Internet Explorer provided by Ameritech.net
Address https://www.knowyourbiz.com/secured1/html/master/master_frm.htm
Home
Home PowerFilter!! Reports PowerGuestbook!! Mail TurboList!! PowerPlant!!
Record Management
Import Records
View/Edit/Delete Record(s)
Add Record(s)
User Preferences
Review...
Unassigned eRegistrants
Conversions
Deletion Candidates
Aged Records
Orphaned Records
Field Management
Rename/Rank Fields
User Field Preferences
Rep Management
Add/Edit/Delete Rep(s)
HOME
Review Aged Records
Help
Review Records over 4 Day(s)
Records Found 58
80
Action
Delete All
Cancel
<< previous << viewing records 1 - 20 >> next >>
Delete
Action
Address
Company
Contact Birth Date
NN 102 e vine rock d mil
NN 1111 beel br
NN 1125 W Riverview Dr Yves GI
NN 11541 N. Laguna Dr. N/A M
NN 1223 Wilshire Bl #808 FindClick, Inc Sant
NN 123 alwan inc
82
84
86
Internet

FIG. 9

FIG. 10

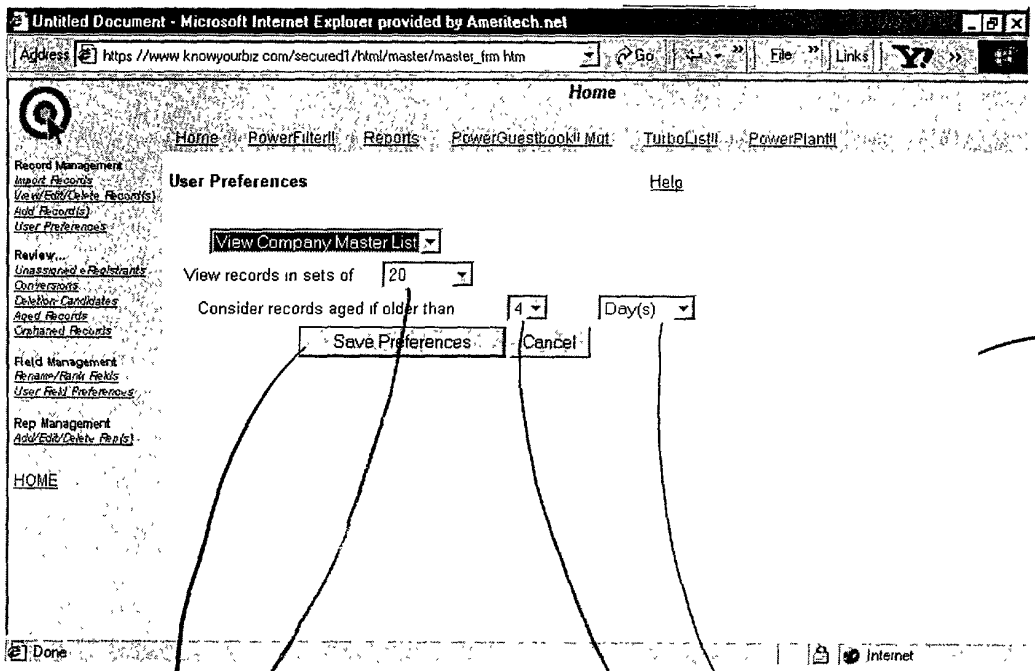

Untitled Document - Microsoft Internet Explorer provided by Ameritech.net
Address https //www knowyourbiz com/secured1/html/master/master_frm htm
Go
File
Links
Home
Home PowerFilter!! Reports PowerGuestbook!! Mot TurboList!! PowerPlant!!
Record Management
Import Records
View/Edit/Delete Record(s)
Add Record(s)
User Preferences
Review...
Unassigned eRegistrants
Conversions
Deletion Candidates
Aged Records
Orphaned Records
Field Management
Rename/Rank Fields
User Field Preferences
Rep Management
Add/Edit/Delete Rep(s)
HOME
User Preferences
Help
View Company Master List
View records in sets of 20
Consider records aged if older than 4 Day(s)
Save Preferences
Cancel
Done
Internet
88
96
94
90
92

FIG. 11

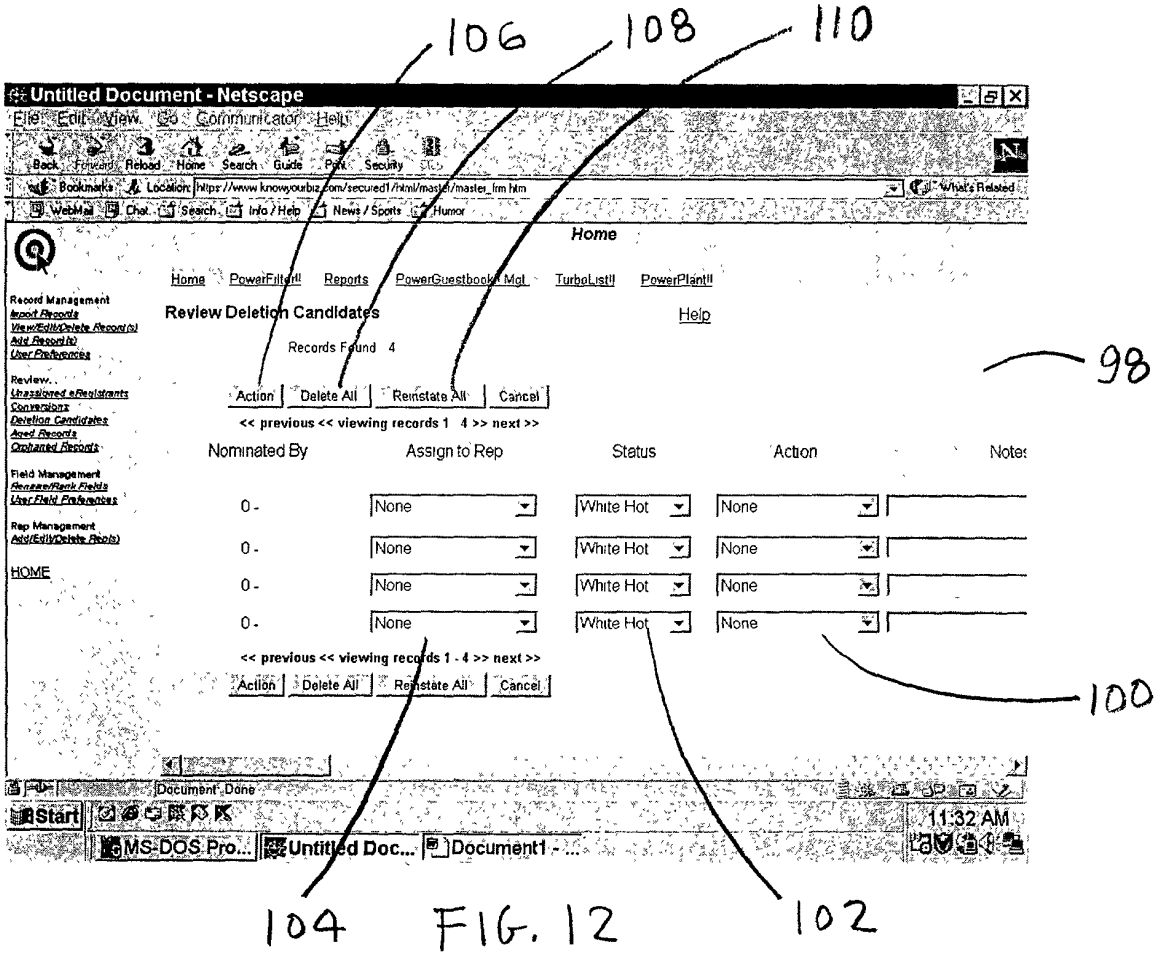

106
108
110
Untitled Document - Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Guide Print Security
Bookmarks Location: https://www.knowyourbiz.com/secured1/html/master/master_frm.htm
What's Related
WebMail Chat Search Info / Help News / Sports Humor
Home
Home PowerFilter!! Reports PowerGuestbook MgL TurboList!! PowerPlant!!
Record Management
Import Records
View/Edit/Delete Record(s)
Add Record(s)
User Preferences
Review...
Unassigned eRegistrants
Conversions
Deletion Candidates
Aged Records
Orphaned Records
Field Management
Reassign/Rank Fields
User Field Preferences
Rep Management
Add/Edit/Delete Reps
HOME
Review Deletion Candidates
Help
Records Found 4
Action
Delete All
Reinstate All
Cancel
<< previous << viewing records 1 4 >> next >>
Nominated By
Assign to Rep
Status
Action
Notes
0 -
None
White Hot
None
<< previous << viewing records 1 - 4 >> next >>
Document: Done
Start
MS-DOS Pro...
Untitled Doc...
Document1 - ...
11:32 AM
98
100
104
102

FIG. 12

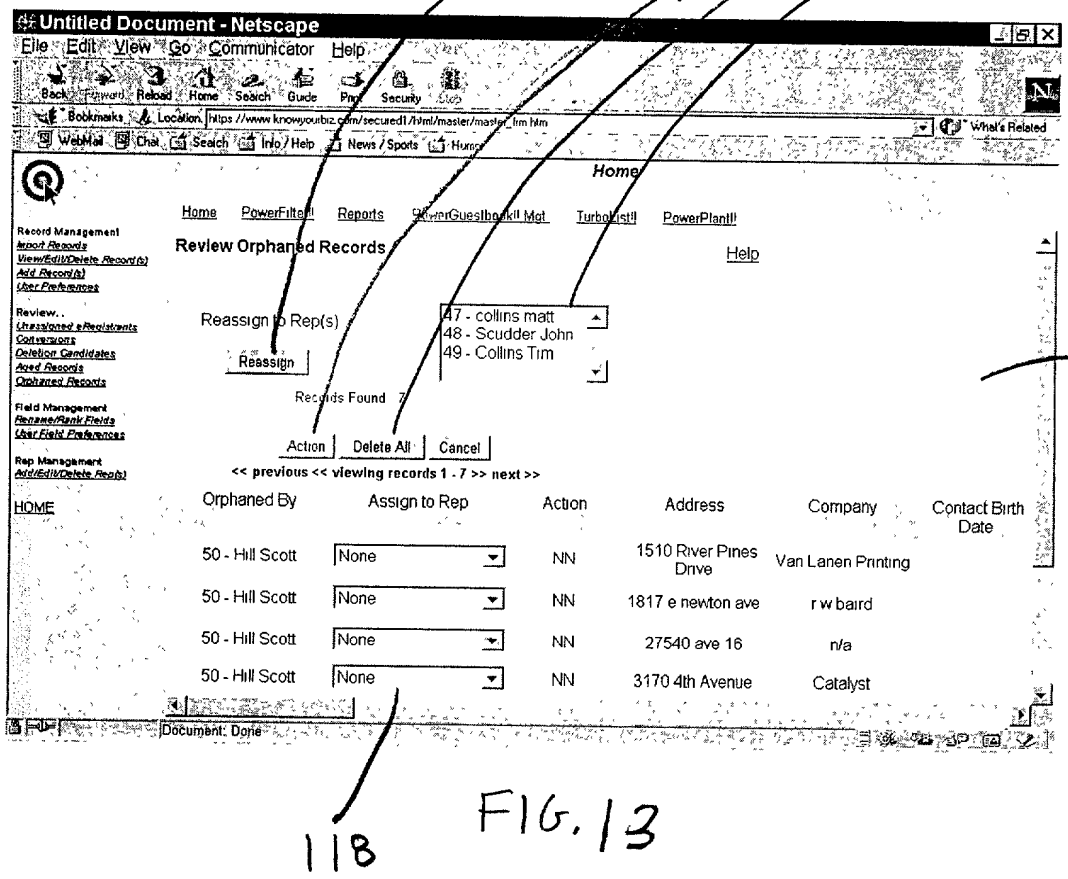
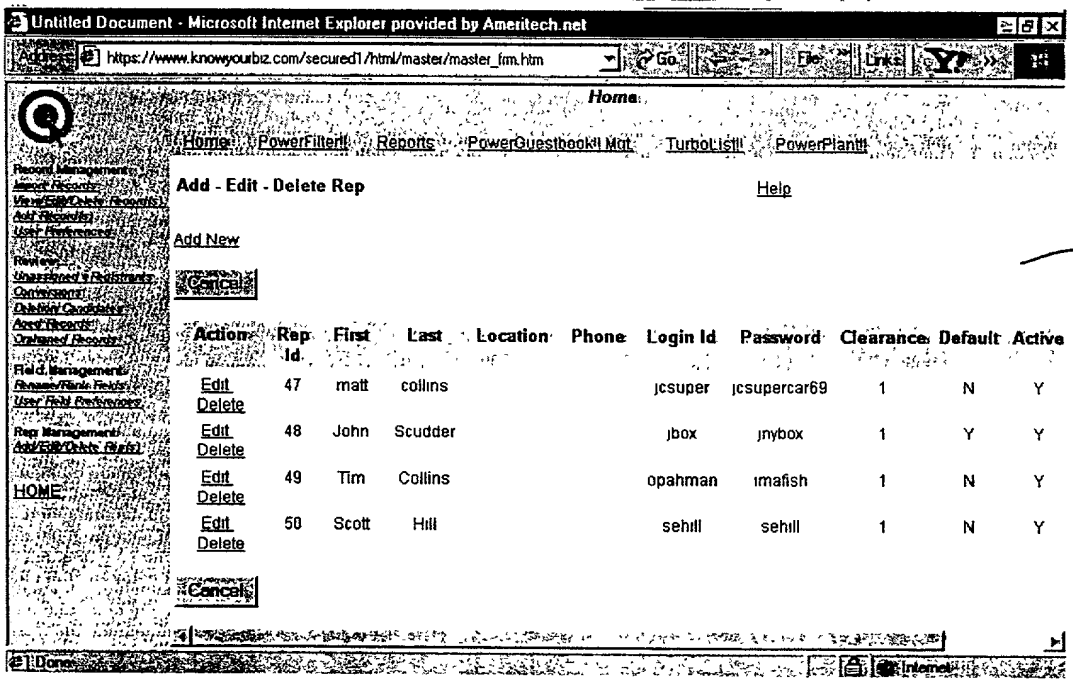

116
120
122
114
Untitled Document - Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Guide Print Security Stop
Bookmarks Location https://www.knowyourbiz.com/secured1/html/master/master_frm.htm
What's Related
WebMail Chat Search Info / Help News / Sports Hum
Home
Home PowerFilter!! Reports PowerGuestBook!! Mgt TurboList!! PowerPlant!!
Record Management
Import Records
View/Edit/Delete Record(s)
Add Record(s)
User Preferences
Review...
Unassigned sRegistrants
Conversions
Deletion Candidates
Aged Records
Orphaned Records
Field Management
Rename/Rank Fields
User Field Preferences
Rep Management
Add/Edit/Delete Rep(s)
Review Orphaned Records
Help
Reassign to Rep(s)
47 - collins matt
48 - Scudder John
49 - Collins Tim
Reassign
Records Found 7
Action
Delete All
Cancel
<< previous << viewing records 1 - 7 >> next >>
HOME
Orphaned By
Assign to Rep
Action
Address
Company
Contact Birth Date
50 - Hill Scott None NN 1510 River Pines Drive Van Lanen Printing
50 - Hill Scott None NN 1817 e newton ave r w baird
50 - Hill Scott None NN 27540 ave 16 n/a
50 - Hill Scott None NN 3170 4th Avenue Catalyst
Document: Done
112
118

FIG. 13


Untitled Document - Microsoft Internet Explorer provided by Ameritech.net
https://www.knowyourbiz.com/secured1/html/master/master_frm.htm
Home
Home | PowerFilter!! | Reports | PowerGuestbook!! Mail | TurboList!! | PowerPlan!!
Add - Edit - Delete Rep
Help
Add New
Cancel
Action | Rep Id | First | Last | Location | Phone | Login Id | Password | Clearance | Default | Active
Edit Delete | 47 | matt | collins | | | jcsuper | jcsupercar69 | 1 | N | Y
Edit Delete | 48 | John | Scudder | | | jbox | jnybox | 1 | Y | Y
Edit Delete | 49 | Tim | Collins | | | opahman | imafish | 1 | N | Y
Edit Delete | 50 | Scott | Hill | | | sehill | sehill | 1 | N | Y
Cancel
HOME
Done
Internet

124

FIG. 14

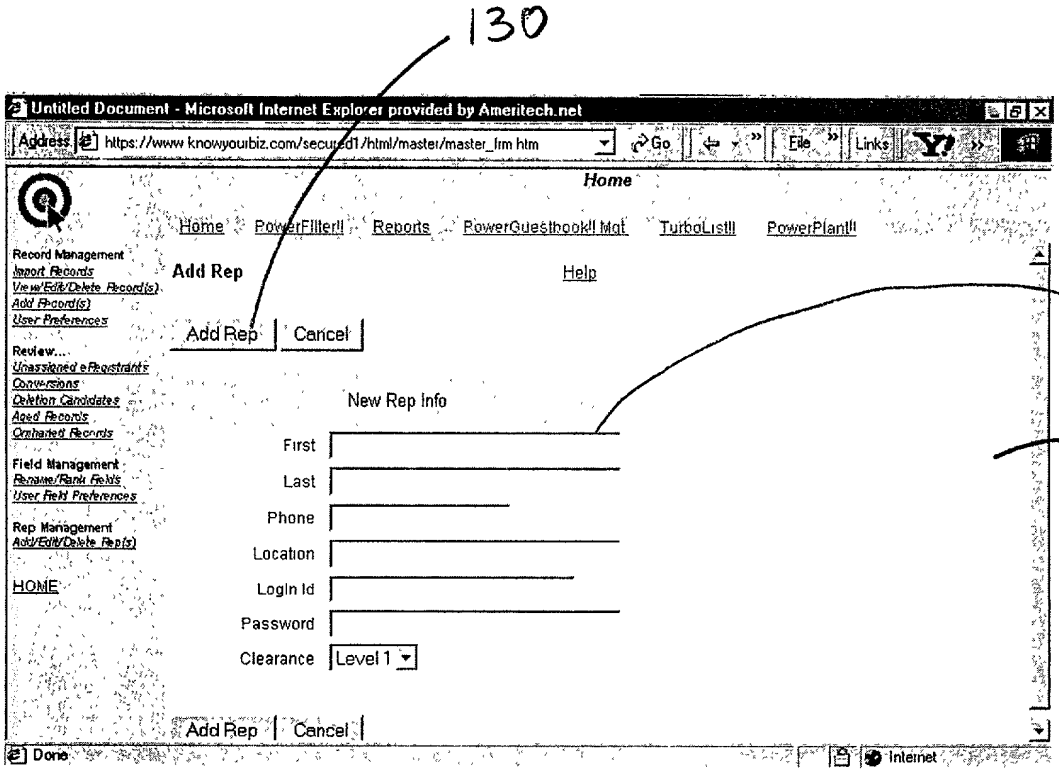

130
Untitled Document - Microsoft Internet Explorer provided by Ameritech.net
Address
https://www.knowyourbiz.com/secured1/html/master/master_frm.htm
Go
File
Links
Home
Home
PowerFilter!!
Reports
PowerGuesthook!! Mgt
TurboList!!
PowerPlant!!
Record Management
Import Records
View/Edit/Delete Record(s)
Add Record(s)
User Preferences
Review...
Unassigned eRegistrants
Conversions
Deletion Candidates
Aged Records
Orphaned Records
Field Management
Rename/Rank Fields
User Field Preferences
Rep Management
Add/Edit/Delete Rep(s)
HOME
Add Rep
Help
Add Rep
Cancel
New Rep Info
First
Last
Phone
Location
Login Id
Password
Clearance
Level 1
Add Rep
Cancel
Done
Internet
128
126

FIG. 15

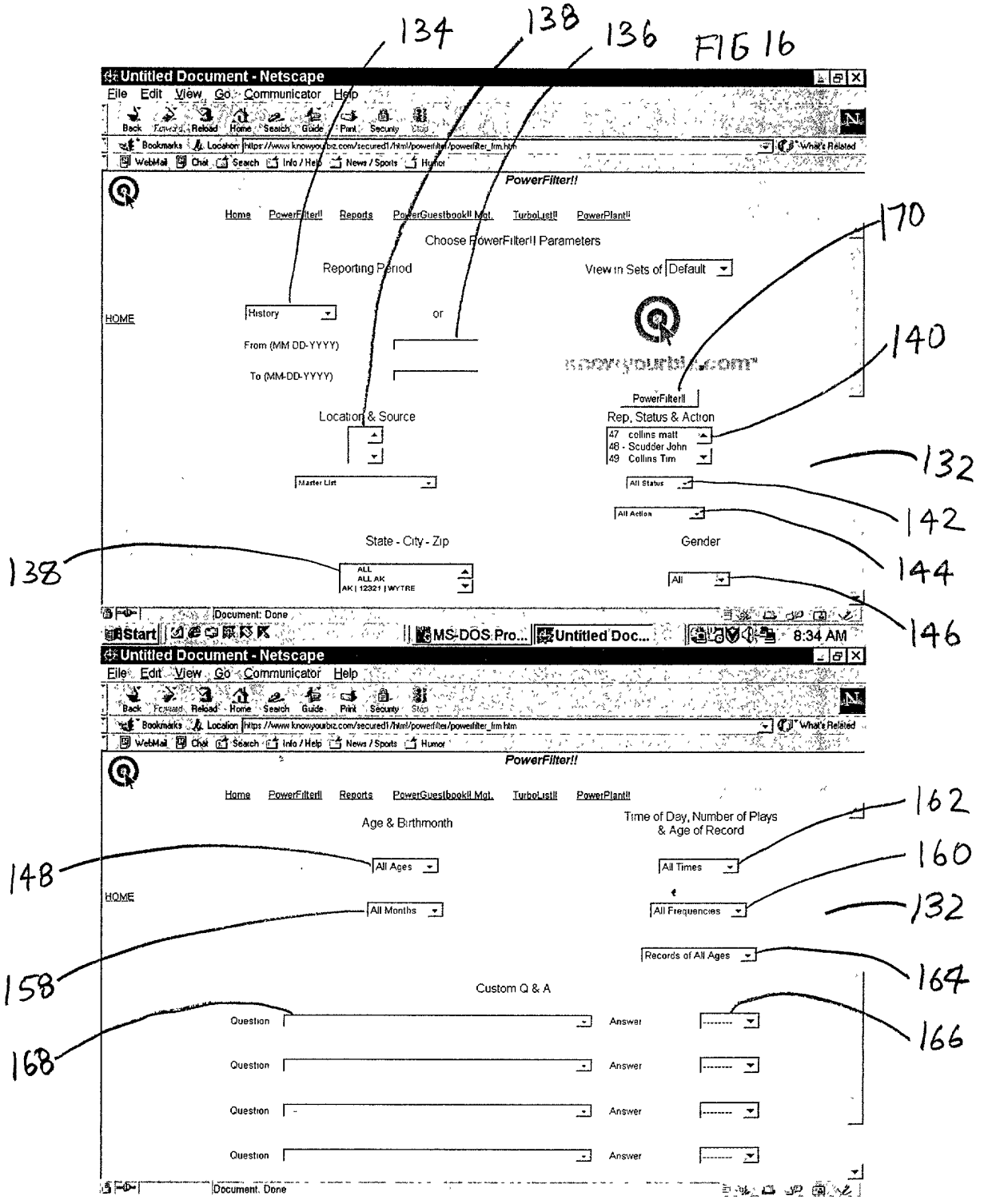


FIG 16

FIG. 16a

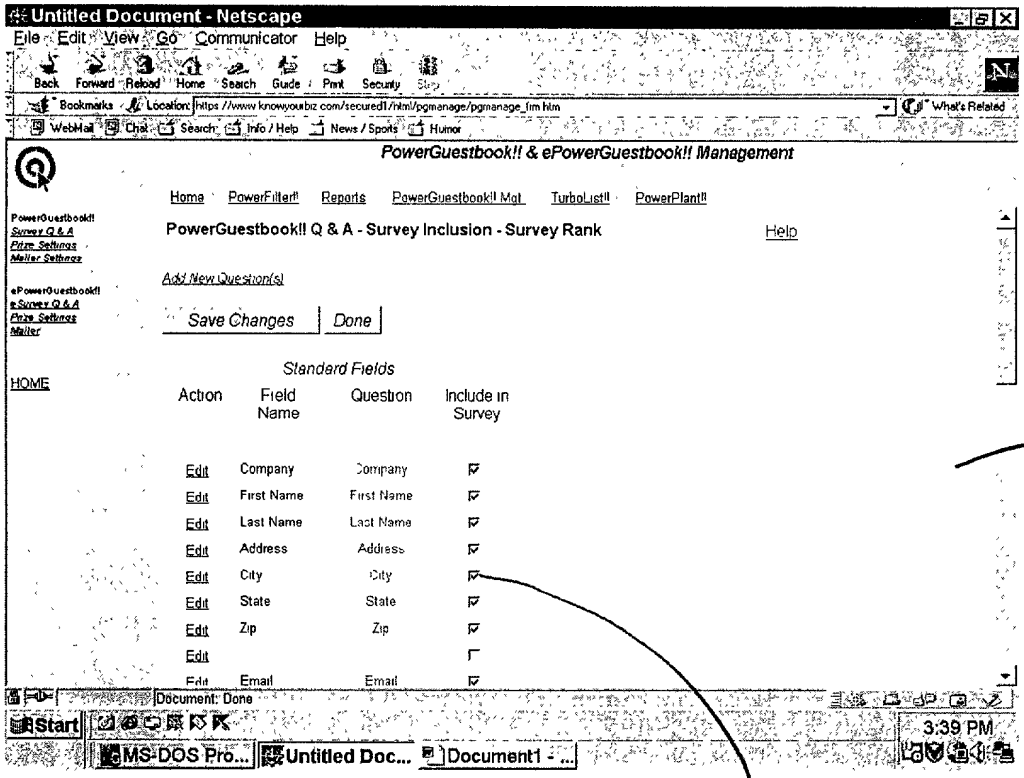

Untitled Document - Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Guide Print Security Stop
Bookmarks Location: https://www.knowyourbiz.com/secured1/html/pgmanage/pgmanage_frm.htm
What's Related
WebMail Chat Search Info / Help News / Sports Humor
PowerGuestbook!! & ePowerGuestbook!! Management
Home PowerFilter!! Reports PowerGuestbook!! Mgt TurboList!! PowerPlant!!
PowerGuestbook!!
Survey Q & A
Prize Settings
Mailer Settings
ePowerGuestbook!!
e Survey Q & A
Prize Settings
Mailer
HOME
PowerGuestbook!! Q & A - Survey Inclusion - Survey Rank
Help
Add New Question(s)
Save Changes
Done
Standard Fields
Action
Field Name
Question
Include in Survey
Edit Company Company
Edit First Name First Name
Edit Last Name Last Name
Edit Address Address
Edit City City
Edit State State
Edit Zip Zip
Edit
Edit Email Email
Document: Done
Start
3:39 PM
MS-DOS Pro...
Untitled Doc...
Document1 - ...
172
174

FIG. 17

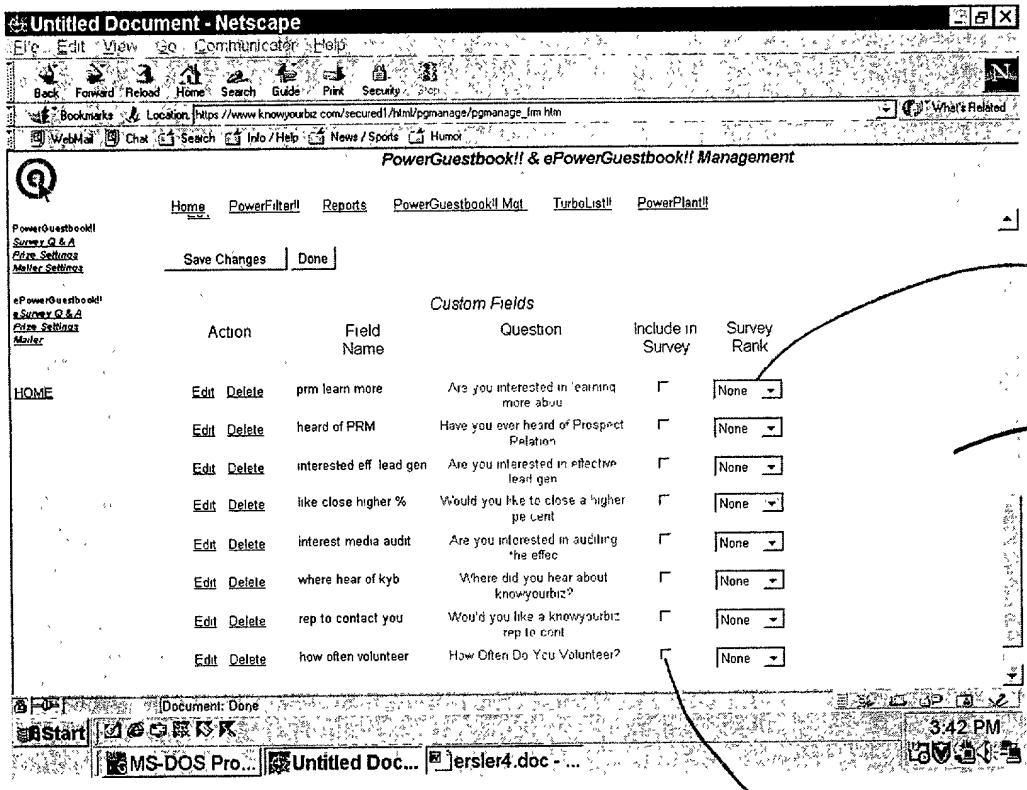
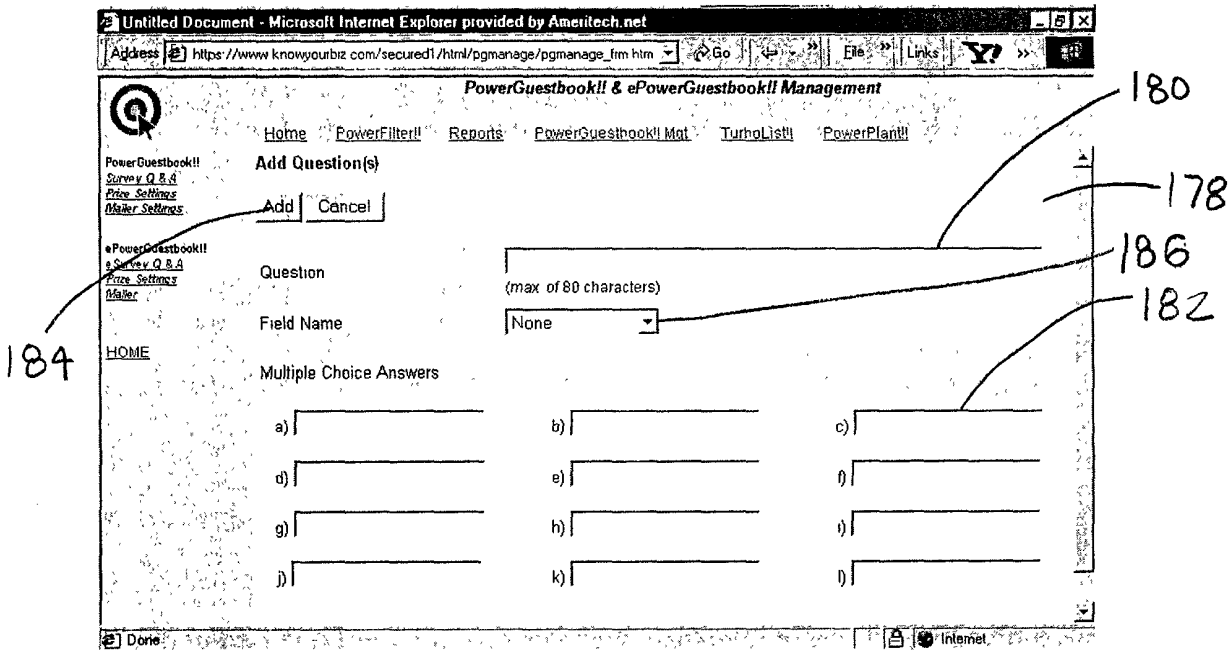

Untitled Document - Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Guide Print Security
Bookmarks Location https://www.knowyourbiz.com/secured1/html/pgmanage/pgmanage_frm.htm
What's Related
WebMail Chat Search Info / Help News / Sports Humor
PowerGuestbook!! & ePowerGuestbook!! Management
Home PowerFilter!! Reports PowerGuestbook!! Mgt TurboList!! PowerPlant!!
PowerGuestbook!!
Survey Q & A
Prize Settings
Mailer Settings
ePowerGuestbook!!
eSurvey Q & A
Prize Settings
Mailer
Save Changes Done
Custom Fields
Action
Field Name
Question
Include in Survey
Survey Rank
HOME
Edit Delete prm learn more Are you interested in learning more abou None
Edit Delete heard of PRM Have you ever heard of Prospect Relation None
Edit Delete interested eff lead gen Are you interested in effective lead gen None
Edit Delete like close higher % Would you like to close a higher pe cent None
Edit Delete interest media audit Are you interested in auditing the effec None
Edit Delete where hear of kyb Where did you hear about knowyourbiz? None
Edit Delete rep to contact you Would you like a knowyourbiz rep to cont None
Edit Delete how often volunteer How Often Do You Volunteer? None
Document: Done
Start
MS-DOS Pro...
Untitled Doc...
ersler4.doc - ...
3:42 PM
176
172
174

FIG. 17a

FIG. 17b



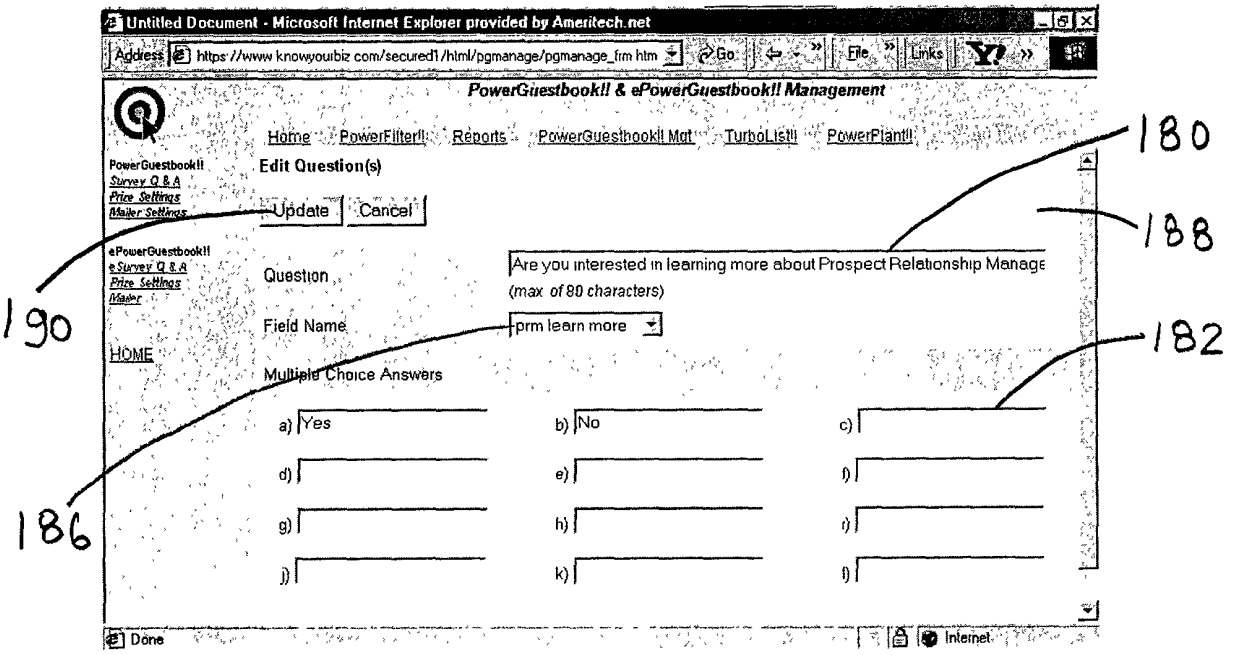
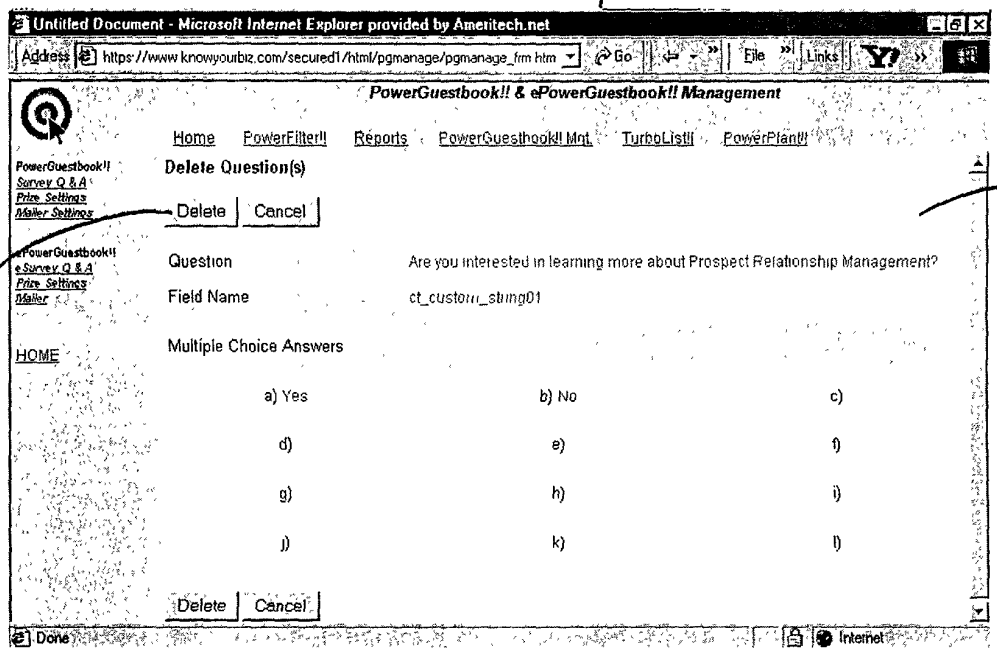


FIG. 17c

FIG. 17d


Untitled Document - Microsoft Internet Explorer provided by Ameritech.net
Address https://www.knowyourbiz.com/secured1/html/pgmanage/pgmanage_frm.htm
Go
File
Links
PowerGuestbook!! & ePowerGuestbook!! Management
Home
PowerFilter!!
Reports
PowerGuestbook!! Mgt.
TurboList!!
PowerPlant!!
PowerGuestbook!!
Survey Q & A
Prize Settings
Mailer Settings
ePowerGuestbook!!
eSurvey Q & A
Prize Settings
Mailer
HOME
Delete Question(s)
Delete
Cancel
Question
Are you interested in learning more about Prospect Relationship Management?
Field Name
ct_custom_string01
Multiple Choice Answers
a) Yes
b) No
c)
d)
e)
f)
g)
h)
i)
j)
k)
l)
Delete
Cancel
Done
Internet
192
194

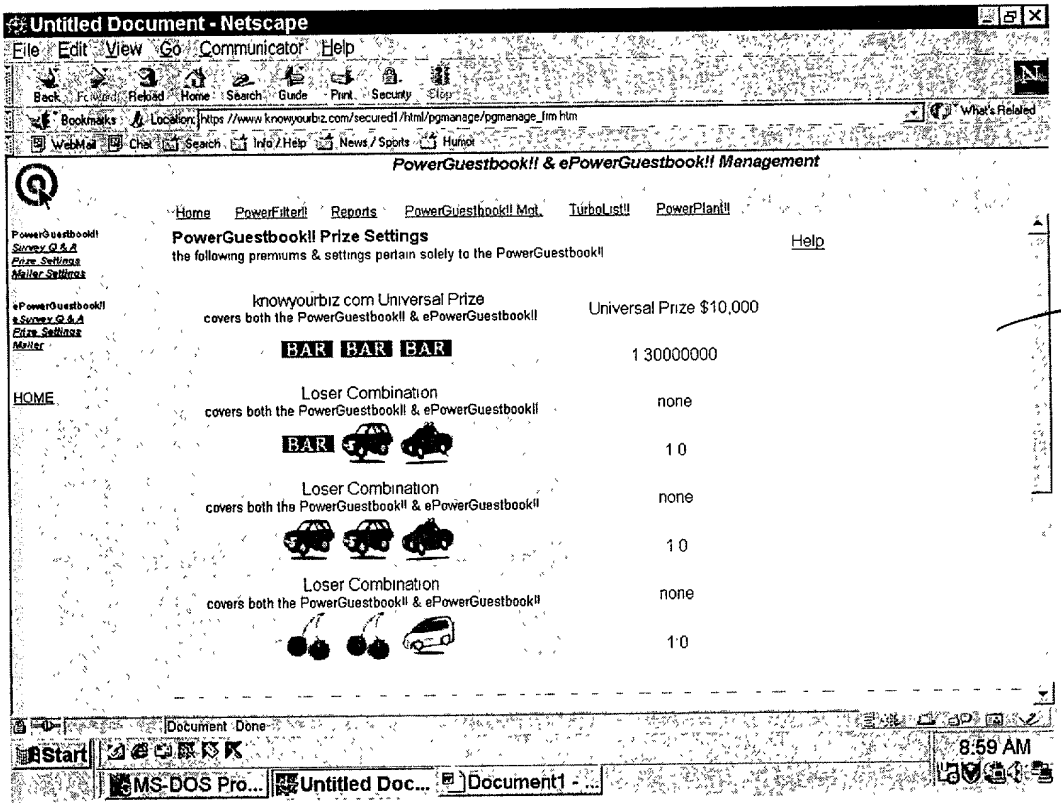

Untitled Document - Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Guide Print Security Stop
Bookmarks Location: https://www.knowyourbiz.com/secured1/html/pgmanage/pgmanage_frm.htm
What's Related
WebMail Chat Search Info / Help News / Sports Humor
PowerGuestbook!! & ePowerGuestbook!! Management
Home PowerFilter!! Reports PowerGuestbook!! Mgt. TurboList!! PowerPlant!!
PowerGuestbook!!
Survey Q & A
Prize Settings
Mailer Settings
ePowerGuestbook!!
e Survey Q & A
Prize Settings
Mailer
HOME
PowerGuestbook!! Prize Settings
the following premiums & settings pertain solely to the PowerGuestbook!!
Help
knowyourbiz.com Universal Prize
covers both the PowerGuestbook!! & ePowerGuestbook!!
Universal Prize $10,000
BAR BAR BAR
1 30000000
Loser Combination
covers both the PowerGuestbook!! & ePowerGuestbook!!
none
BAR
1 0
Loser Combination
covers both the PowerGuestbook!! & ePowerGuestbook!!
none
1 0
Loser Combination
covers both the PowerGuestbook!! & ePowerGuestbook!!
none
1 0
196
Document: Done
Start
MS-DOS Pro...
Untitled Doc...
Document1 - ...
8:59 AM

FIG. 18

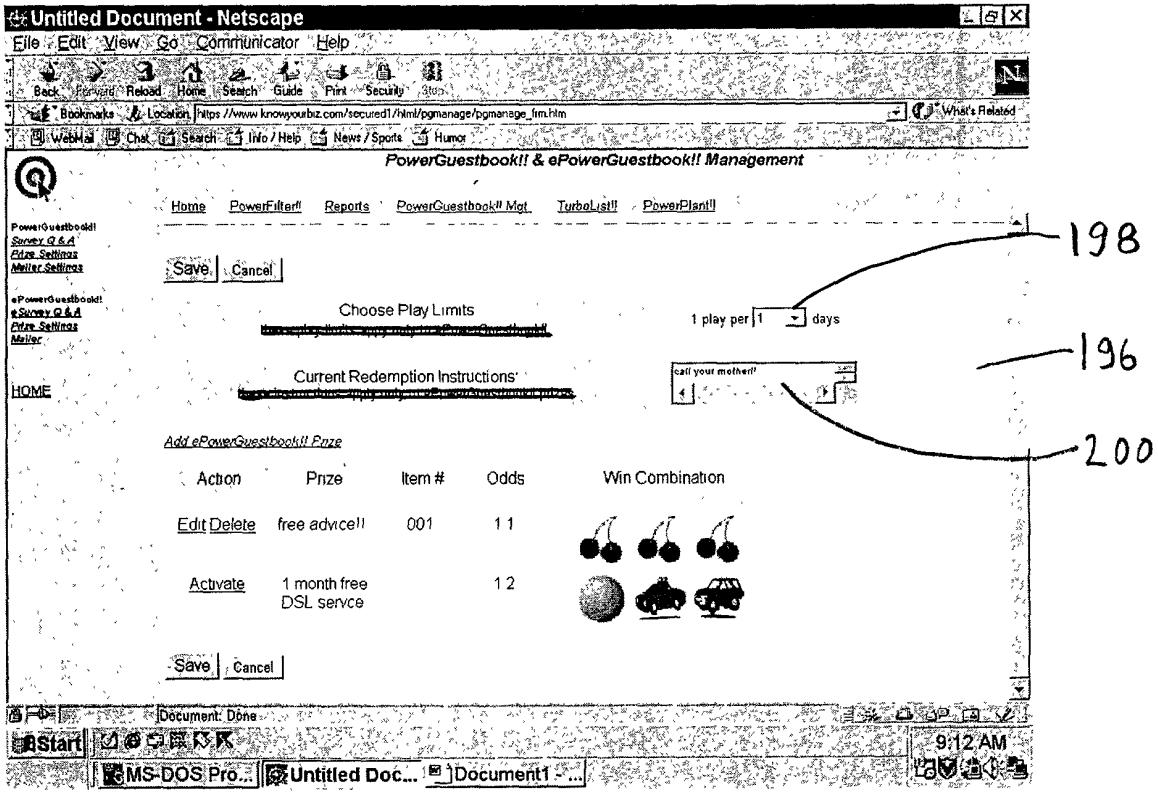

Untitled Document - Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Guide Print Security Stop
Bookmarks Location https://www.knowyourbiz.com/secured1/html/pgmanage/pgmanage_frm.htm
What's Related
WebMail Chat Search Info / Help News / Sports Humor
PowerGuestbook!! & ePowerGuestbook!! Management
Home PowerFilter!! Reports PowerGuestbook!! Mgt TurboList!! PowerPlant!!
PowerGuestbook!!
Survey Q & A
Prize Settings
Mailer Settings
ePowerGuestbook!!
eSurvey Q & A
Prize Settings
Mailer
HOME
Save Cancel
Choose Play Limits
1 play per 1 days
Current Redemption Instructions:
call your mother!!
198
196
200
Add ePowerGuestbook!! Prize
Action Prize Item # Odds Win Combination
Edit Delete free advice!! 001 1 1
Activate 1 month free DSL servce 1 2
Save Cancel
Document: Done
Start
MS-DOS Pro...
Untitled Doc...
Document1 - ...
9:12 AM

FIG. 18a

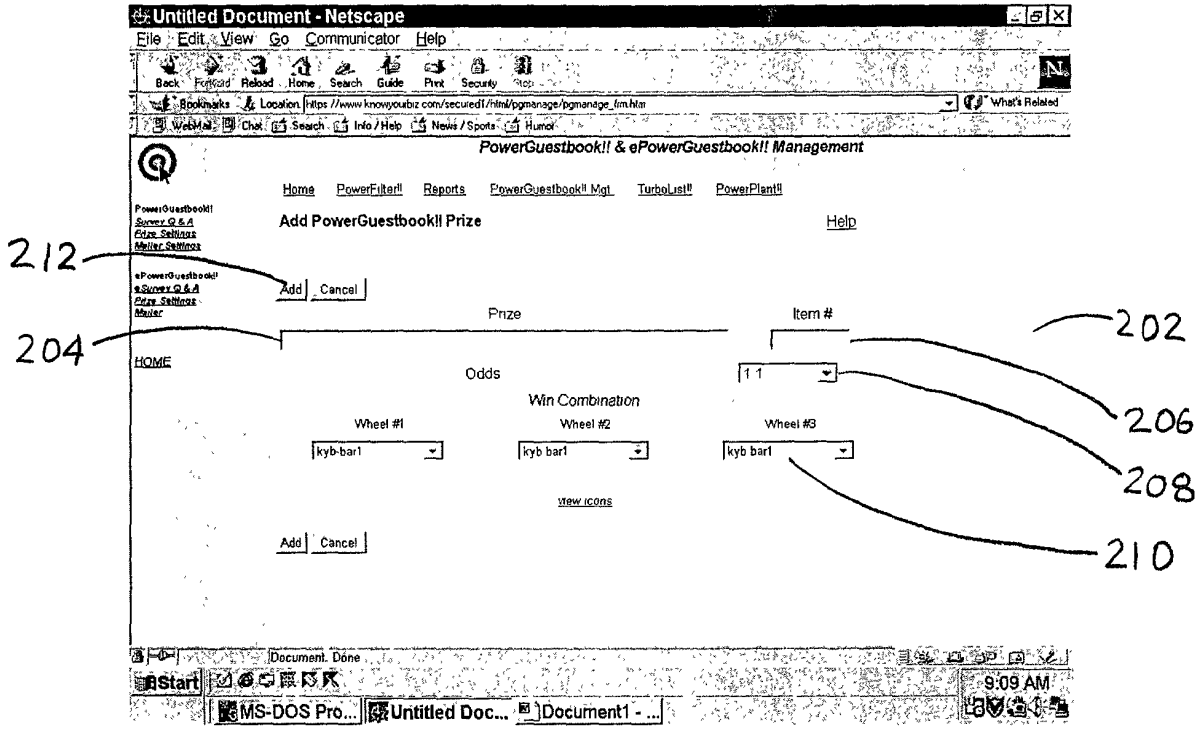

Untitled Document - Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Guide Print Security Stop
Bookmarks Location https://www.knowyourbiz.com/secured1/html/pgmanage/pgmanage_frm.htm
What's Related
WebMail Chat Search Info / Help News / Sports Humor
PowerGuestbook!! & ePowerGuestbook!! Management
Home PowerFilter!! Reports PowerGuestbook!! Mgt TurboList!! PowerPlant!!
PowerGuestbook!!
Survey Q & A
Prize Settings
Mailer Settings
ePowerGuestbook!!
eSurvey Q & A
Prize Settings
Mailer
HOME
Add PowerGuestbook!! Prize
Help
Add Cancel
Prize
Item #
Odds
1 1
Win Combination
Wheel #1
Wheel #2
Wheel #3
kyb-bar1
kyb bar1
kyb bar1
view icons
Add Cancel
Document: Done
Start
MS-DOS Pro...
Untitled Doc...
Document1 - ...
9:09 AM
212
204
202
206
208
210

FIG. 18b

Untitled Document - Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Guide Print Security Stop
Bookmarks Location https://www.knowyoubiz.com/servlet/kyb.UserViewIcons
What's Related
WebMail Chat Search Info / Help News / Sports Humor
View Available Icons
Help
BAR
kyb-bar1
Active
kyb-cherry
Active
kyb-orange
Active
kyb-red car
Active
kyb-greensuv
Active
kyb-red pickup
Active
kyb-white minivan
Active
BAR
BAR
kyb-bar2
Active
Document. Done
Start
9:23 AM
MS-DOS Pro...
Untitled Docu...
Document1 - ...
Untitled Doc...

214

FIG. 18c

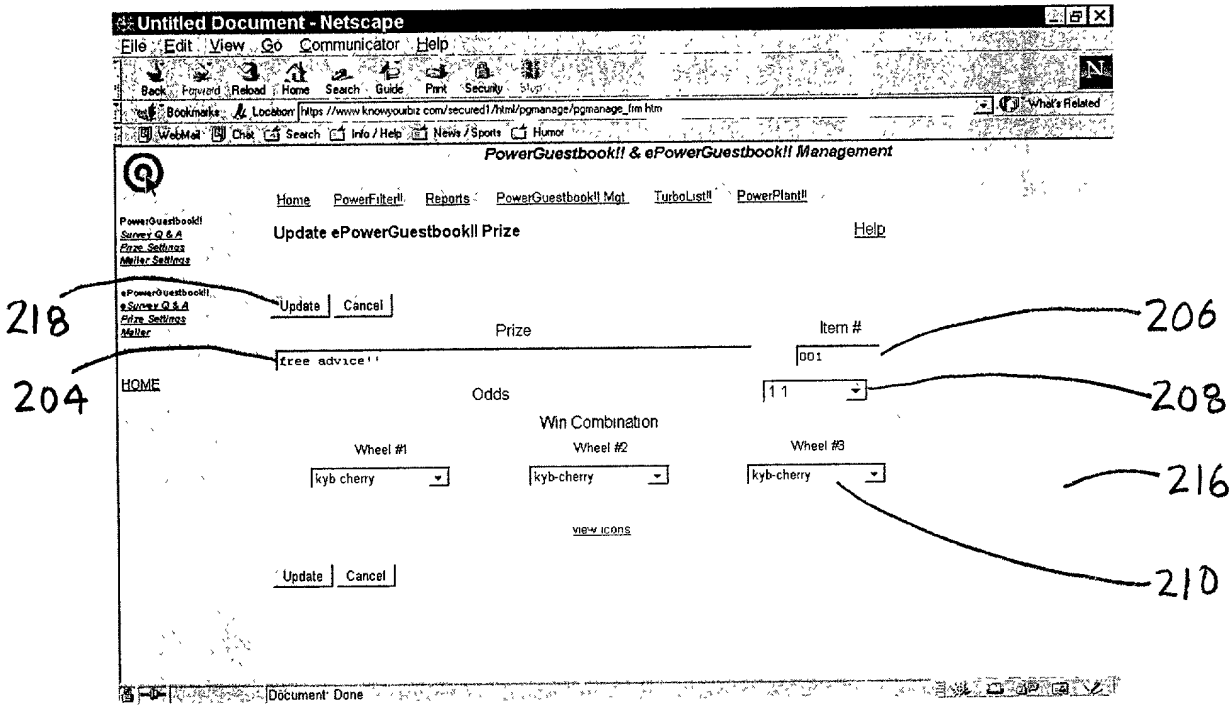

Untitled Document - Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Guide Print Security Stop
Bookmarks Location: https://www.knowyourbiz.com/secured1/html/pgmanage/pgmanage_frm.htm
What's Related
WebMail Chat Search Info / Help News / Sports Humor
PowerGuestbook!! & ePowerGuestbook!! Management
Home PowerFilter!! Reports PowerGuestbook!! Mgt TurboList!! PowerPlant!!
PowerGuestbook!!
Survey Q & A
Prize Settings
Mailer Settings
Update ePowerGuestbook!! Prize
Help
ePowerGuestbook!!
Survey Q & A
Prize Settings
Mailer
Update Cancel
Prize
Item #
free advice!!
001
HOME
Odds
11
Win Combination
Wheel #1
Wheel #2
Wheel #3
kyb cherry
kyb-cherry
kyb-cherry
view icons
Update Cancel
Document: Done
218
204
206
208
216
210

FIG. 18d

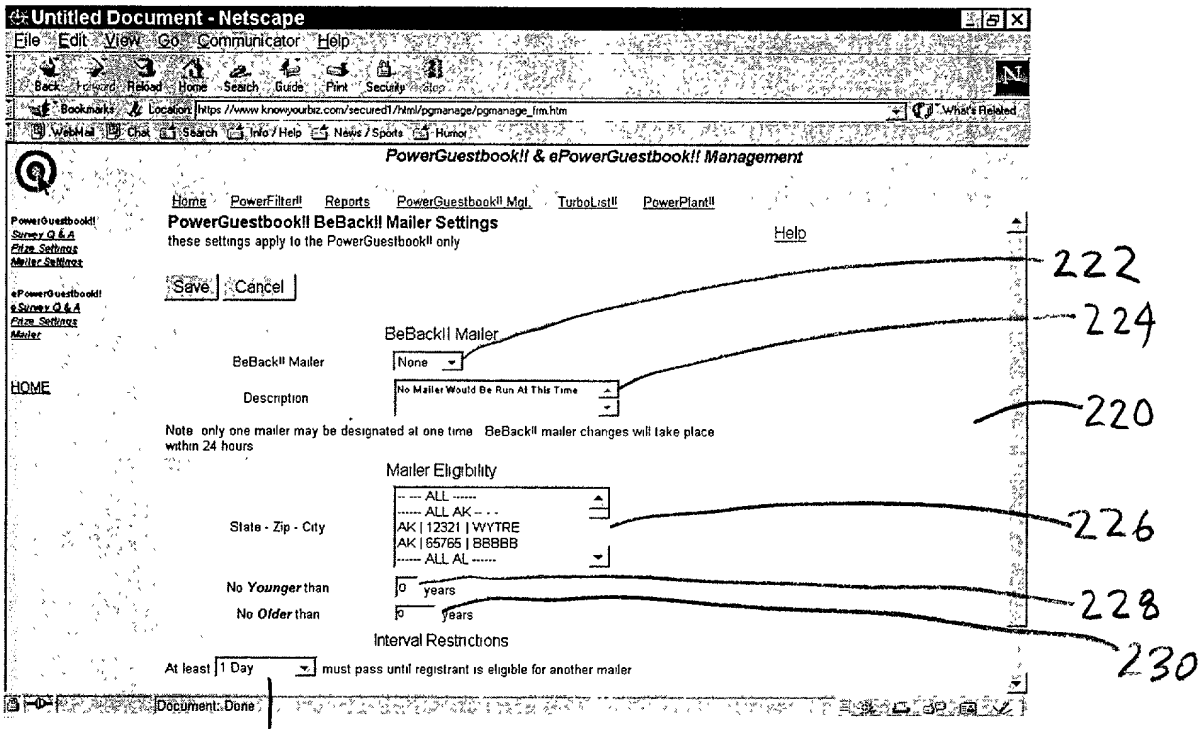
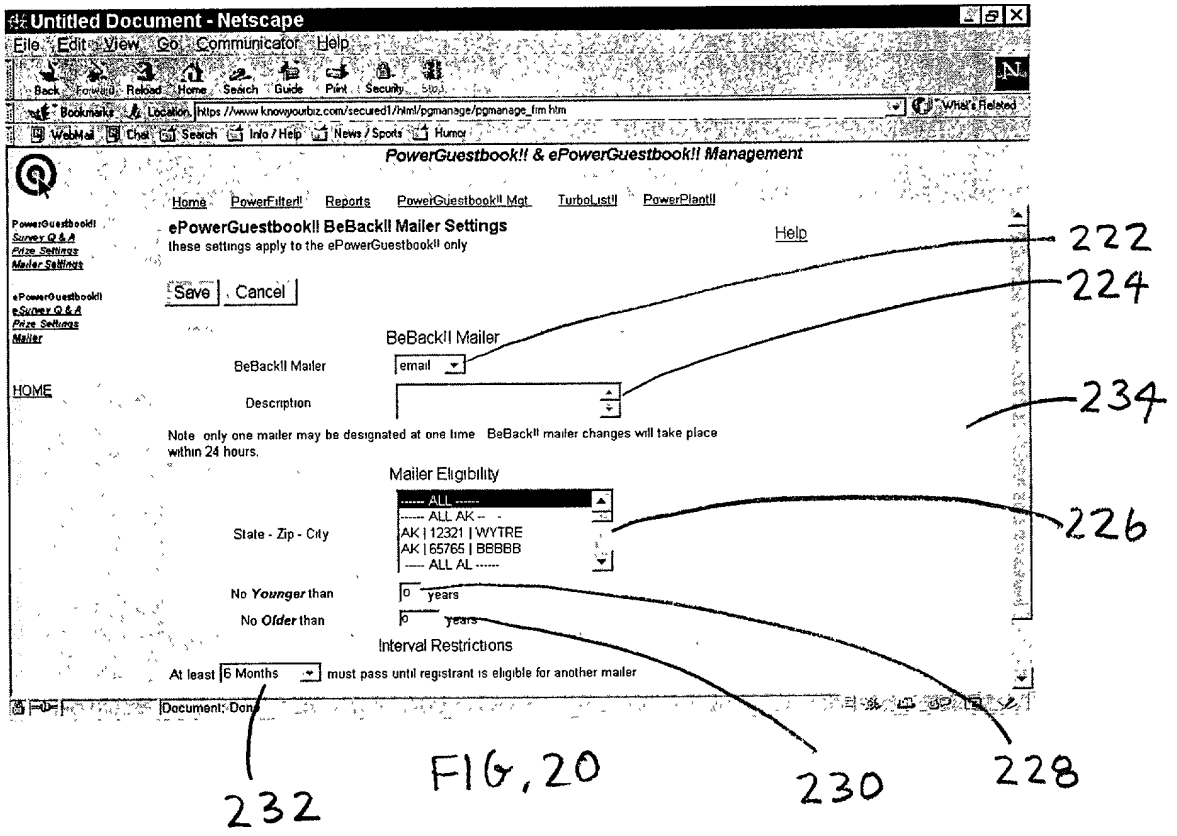
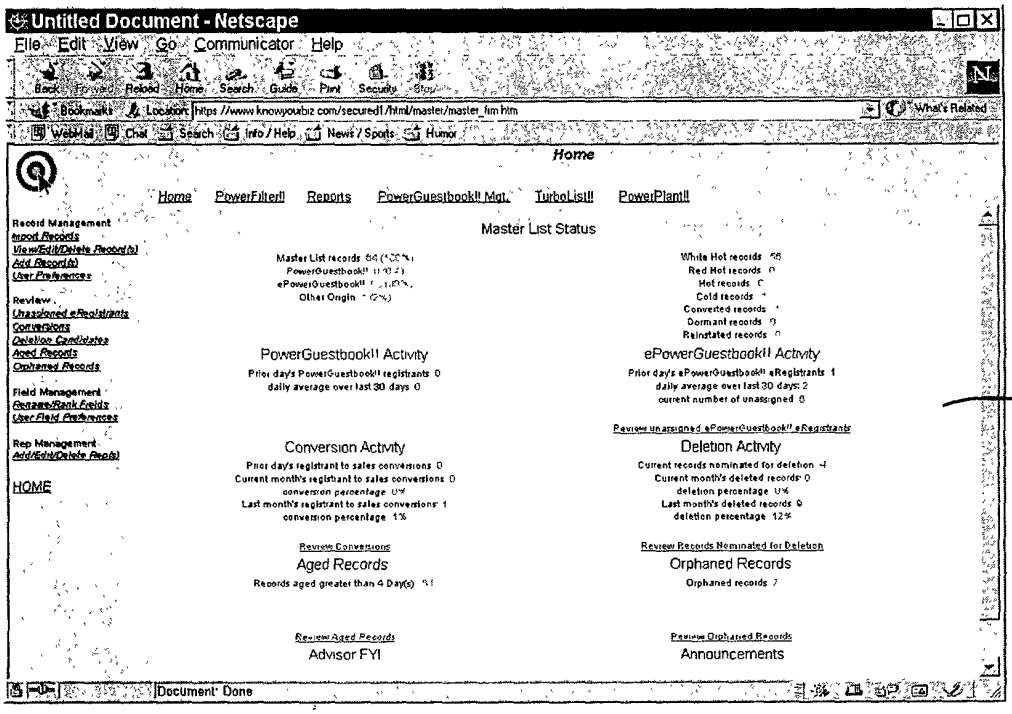

Untitled Document - Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Guide Print Security Stop
Bookmarks Location: https://www.knowyourbiz.com/secured1/html/pgmanage/pgmanage_frm.htm
What's Related
WebMail Chat Search Info / Help News / Sports Humor
PowerGuestbook!! & ePowerGuestbook!! Management
Home PowerFilter!! Reports PowerGuestbook!! Mgt. TurboList!! PowerPlant!!
PowerGuestbook!!
Survey Q & A
Prize Settings
Mailer Settings
ePowerGuestbook!!
Survey Q & A
Prize Settings
Mailer
HOME
PowerGuestbook!! BeBack!! Mailer Settings
these settings apply to the PowerGuestbook!! only
Help
Save Cancel
BeBack!! Mailer
BeBack!! Mailer None
Description No Mailer Would Be Run At This Time
Note only one mailer may be designated at one time BeBack!! mailer changes will take place within 24 hours
Mailer Eligibility
State - Zip - City
-- --- ALL ------
------ ALL AK - - -
AK | 12321 | WYTRE
AK | 65765 | BBBBB
------ ALL AL ------
No Younger than 0 years
No Older than 0 years
Interval Restrictions
At least 1 Day must pass until registrant is eligible for another mailer
Document: Done
222
224
220
226
228
230
232

FIG. 19


Untitled Document - Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Guide Print Security Stop
Bookmarks Location https://www.knowyourbiz.com/secured1/html/pgmanage/pgmanage_frm.htm
WebMail Chat Search Info / Help News / Sports Humor
PowerGuestbook!! & ePowerGuestbook!! Management
Home PowerFilter!! Reports PowerGuestbook!! Mgt TurboList!! PowerPlant!!
PowerGuestbook!!
Survey Q & A
Prize Settings
Mailer Settings
ePowerGuestbook!!
eSurvey Q & A
Prize Settings
Mailer
HOME
ePowerGuestbook!! BeBack!! Mailer Settings
these settings apply to the ePowerGuestbook!! only
Help
Save Cancel
BeBack!! Mailer
BeBack!! Mailer
email
Description
Note only one mailer may be designated at one time BeBack!! mailer changes will take place within 24 hours.
Mailer Eligibility
State - Zip - City
----- ALL -----
----- ALL AK -----
AK | 12321 | WYTRE
AK | 65765 | BBBBB
----- ALL AL -----
No Younger than
0 years
No Older than
0 years
Interval Restrictions
At least 6 Months must pass until registrant is eligible for another mailer
Document: Done
222
224
234
226
232
230
228

FIG, 20


Untitled Document - Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Guide Print Security Stop
Bookmarks Location: https://www.knowyourbiz.com/secured1/html/master/master_frm.htm
What's Related
WebMail Chat Search Info / Help News / Sports Humor
Home
Home PowerFilter!! Reports PowerGuestbook!! Mgt. TurboList!! PowerPlant!!
Record Management
Import Records
View/Edit/Delete Record(s)
Add Record(s)
User Preferences
Review
Unassigned eRegistrants
Conversions
Deletion Candidates
Aged Records
Orphaned Records
Field Management
Rename/Rank Fields
User Field Preferences
Rep Management
Add/Edit/Delete Rep(s)
HOME
Master List Status
Master List records
PowerGuestbook!! Activity
Prior day's PowerGuestbook!! registrants 0
daily average over last 30 days 0
Conversion Activity
Prior day's registrant to sales conversions 0
Current month's registrant to sales conversions 0
conversion percentage 0%
Last month's registrant to sales conversions 1
conversion percentage 1%
Review Conversions
Aged Records
Records aged greater than 4 Day(s)
Review Aged Records
Advisor FYI
White Hot records
Red Hot records
Hot records
Cold records
Converted records
Dormant records
Reinstated records
ePowerGuestbook!! Activity
Prior day's ePowerGuestbook!! eRegistrants 1
daily average over last 30 days 2
current number of unassigned 8
Review unassigned ePowerGuestbook!! eRegistrants
Deletion Activity
Current records nominated for deletion
Current month's deleted records 0
deletion percentage 0%
Last month's deleted records 9
deletion percentage 12%
Review Records Nominated for Deletion
Orphaned Records
Orphaned records
Review Orphaned Records
Announcements
Document: Done

235

FIG. 21

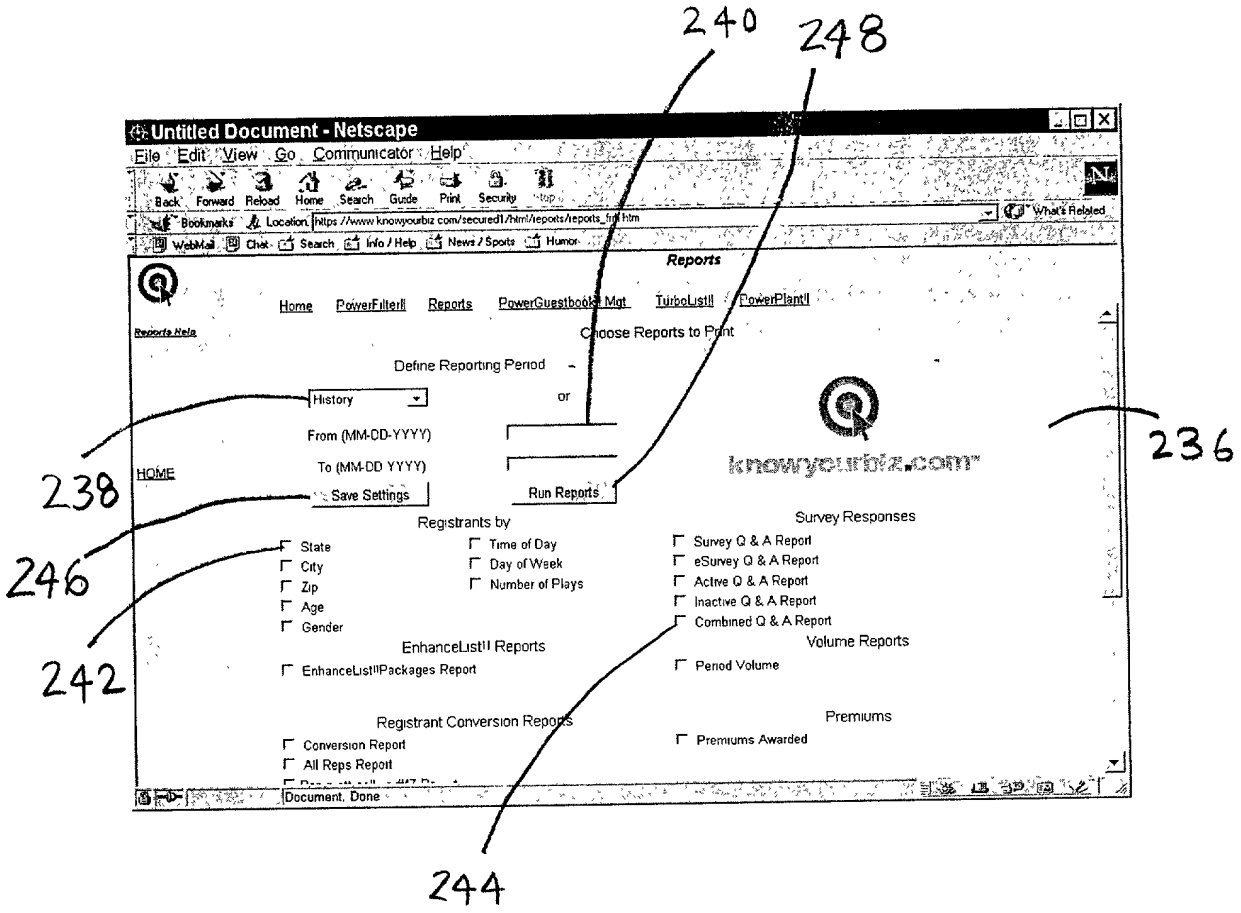

240
248
Untitled Document - Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Guide Print Security
Bookmarks Location: https://www.knowyourbiz.com/secured1/html/reports/reports_frm.htm
What's Related
WebMail Chat Search Info / Help News / Sports Humor
Reports
Home PowerFilter!! Reports PowerGuestbook Mgt TurboList!! PowerPlant!!
Reports Help
Choose Reports to Print
Define Reporting Period
History
or
From (MM-DD-YYYY)
To (MM-DD YYYY)
HOME
Save Settings
Run Reports
knowyourbiz.com
Registrants by
State
City
Zip
Age
Gender
Time of Day
Day of Week
Number of Plays
Survey Responses
Survey Q & A Report
eSurvey Q & A Report
Active Q & A Report
Inactive Q & A Report
Combined Q & A Report
EnhanceList!! Reports
EnhanceList!!Packages Report
Volume Reports
Period Volume
Registrant Conversion Reports
Conversion Report
All Reps Report
Premiums
Premiums Awarded
Document: Done
238
246
242
244
236

FIG. 22

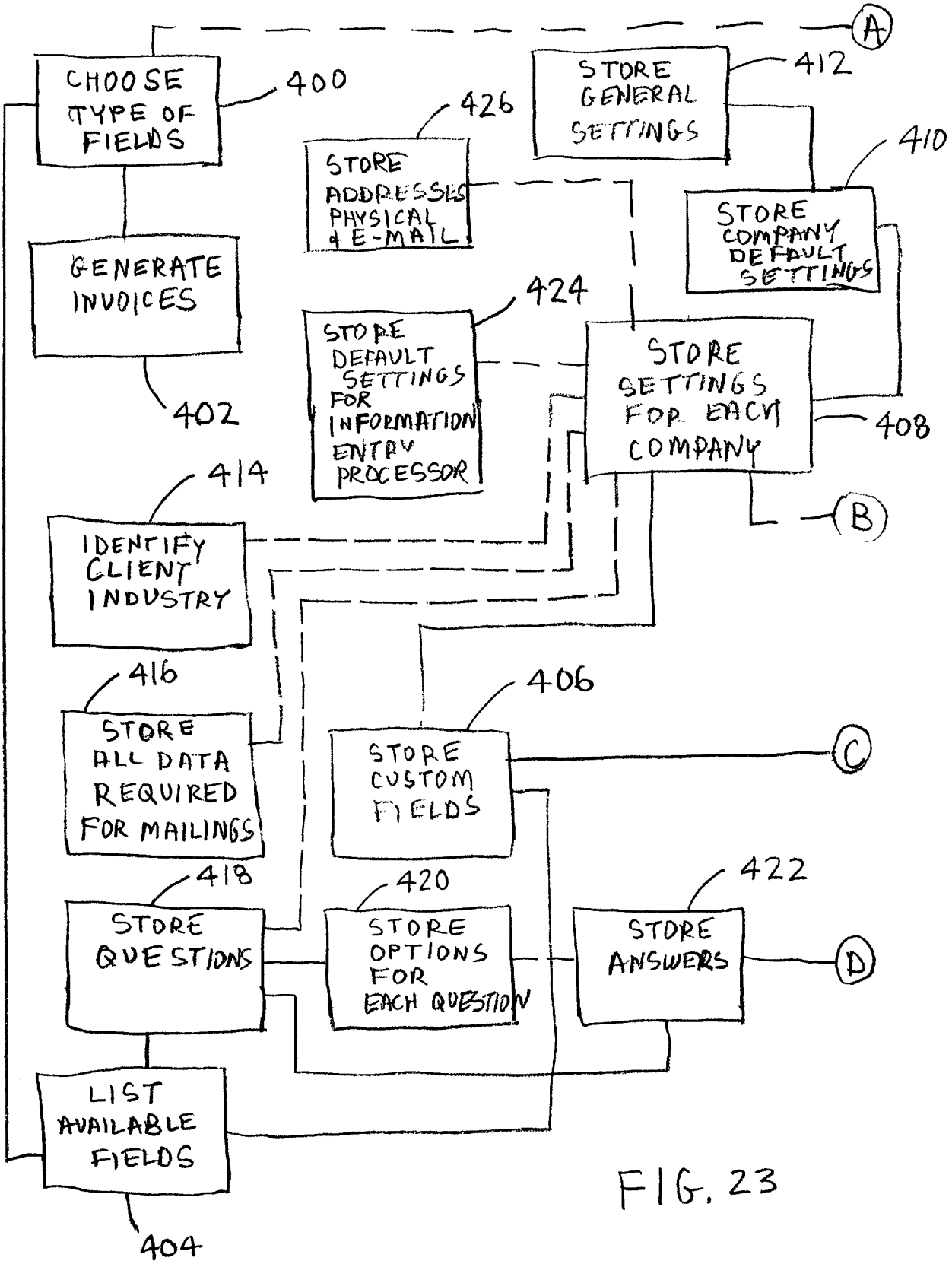

A
CHOOSE TYPE OF FIELDS
400
STORE GENERAL SETTINGS
412
426
STORE ADDRESSES PHYSICAL & E-MAIL
410
STORE COMPANY DEFAULT SETTINGS
GENERATE INVOICES
402
424
STORE DEFAULT SETTINGS FOR INFORMATION ENTRY PROCESSOR
STORE SETTINGS FOR EACH COMPANY
408
B
414
IDENTIFY CLIENT INDUSTRY
416
406
STORE ALL DATA REQUIRED FOR MAILINGS
STORE CUSTOM FIELDS
C
418
420
422
STORE QUESTIONS
STORE OPTIONS FOR EACH QUESTION
STORE ANSWERS
D
LIST AVAILABLE FIELDS
404

FIG. 23

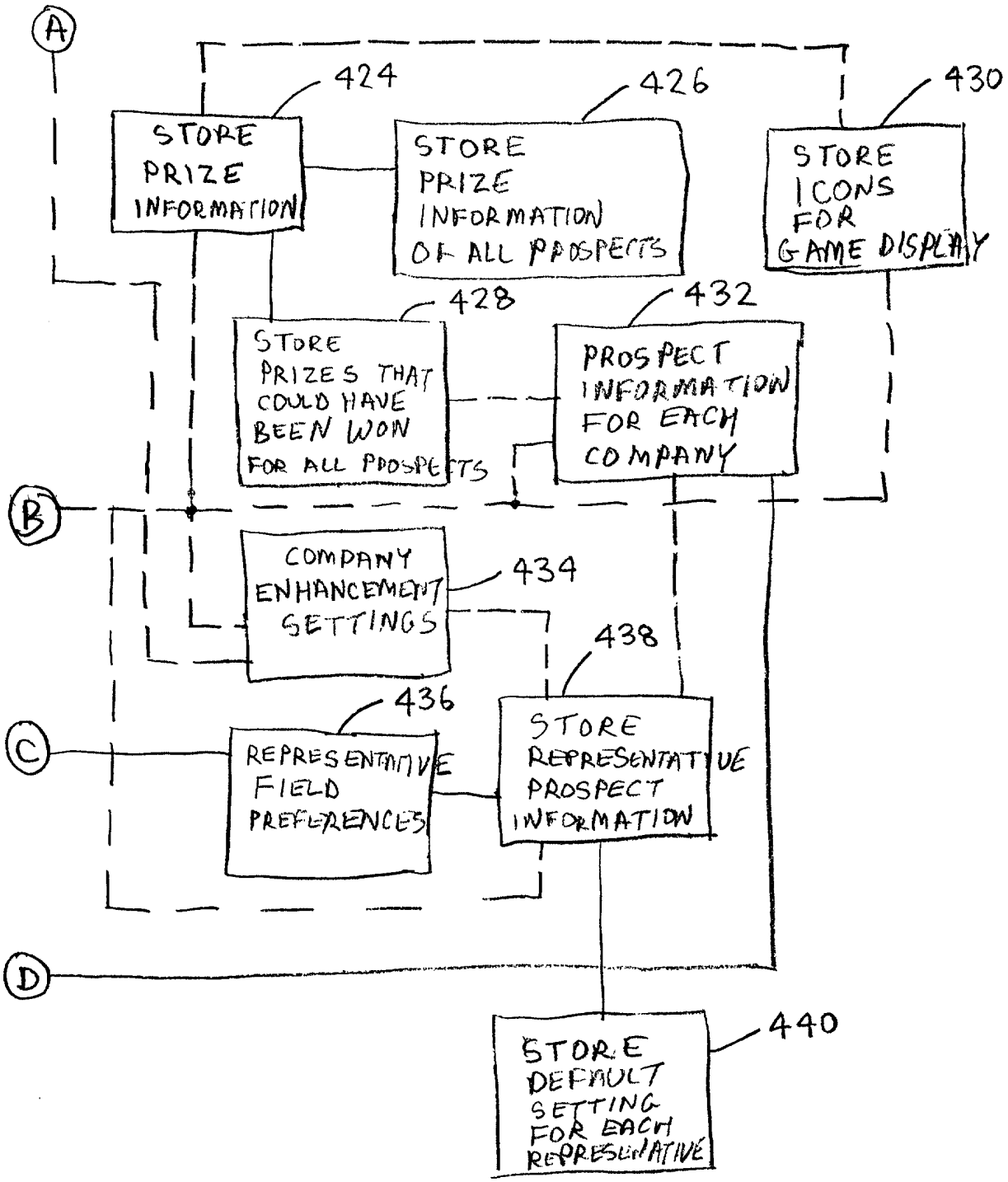

A
424
STORE PRIZE INFORMATION
426
STORE PRIZE INFORMATION OF ALL PROSPECTS
430
STORE ICONS FOR GAME DISPLAY
428
STORE PRIZES THAT COULD HAVE BEEN WON FOR ALL PROSPECTS
432
PROSPECT INFORMATION FOR EACH COMPANY
B
COMPANY ENHANCEMENT SETTINGS
434
438
436
C
REPRESENTATIVE FIELD PREFERENCES
STORE REPRESENTATIVE PROSPECT INFORMATION
D
440
STORE DEFAULT SETTING FOR EACH REPRESENTATIVE

FIG. 24